

<b>Name:</b>	<i>Boba Fett</i>	<b>Position:</b>	<i>Bounty Hunter</i>
<b>Manager:</b>	<i>Jaba the Hut</i>	<b>Function/Category:</b>	<i>Tatooine Sales Division</i>

<b>Agreement of Goals:</b>	<i>January 15 2017</i>	<b>Year End Review:</b>	<i>January 15 2018</i>
Associate Signature		Associate Signature	
Manager Signature		Manager Signature	

### GOALS

*Focus on the top 3-4 goals for the year, including core responsibilities as well as special projects as appropriate. Goals should be outcome-based, as opposed to a list of tasks or activities. A leadership/organization building goal is required for those who supervise and/or manage projects.*

Goal Statement	Business Goal Alignment	Success Measures	Weight (Total equals 100%)	Comments (to be completed at year-end)
Goal #1 Recruit, build, on-board and manage the sales teams	Enterprise Initiative	<ul style="list-style-type: none"> <li>Recruit top performing outside sales executives</li> <li>On-board each new sales executives</li> <li>Create career development ladder for each team</li> <li>Set baseline and create a training program               <ul style="list-style-type: none"> <li>Training plan alignment with career development ladder</li> <li>Train each member on sales methods, products, and market conditions and competition</li> </ul> </li> <li>Twice a year, conduct team building activities</li> <li>Manage day to day dashboards and process compliance of team</li> </ul>	25%	
Goal #2 Team Quota	Enterprise Initiative	<ul style="list-style-type: none"> <li>Total Revenue team members' 2017 quota of \$X,XXX,XXX TVC.               <ul style="list-style-type: none"> <li>Success of KPI / Quota Targets met of team members &gt; 90%</li> </ul> </li> <li>Monitor, support and report team's quota attainment</li> </ul>	30%	
Goal #3 Own Quota	Tampa Office Initiative	<ul style="list-style-type: none"> <li>Meet in 2017 quota of \$XXXXXXXX TVC (10 month quota, annual quota).</li> <li>Support joint sales opportunity with partner</li> <li>Self-Generate leads, once a week</li> <li>Manage inside sales and partner generated opportunities</li> <li>Support Client Success in smooth onboarding of New Customers/ follow up with the On-Boarding team</li> </ul>	25%	
Goal #4 Industry and Marketing Event	Sales Initiatives	<ul style="list-style-type: none"> <li>Attend Company sponsored events – X per quarter to build relationships within peer community.</li> <li>Attend channel events</li> <li>Respond to all requests for information from these events</li> <li>Provide update to Marketing on prospects from event, X per event, and track event ROI as campaign.</li> </ul>	10%	
Goal # 5 Support ITBD Corporate	Enterprise Initiatives	<ul style="list-style-type: none"> <li>Support Corporate marketing team in marketing programs and events</li> <li>Provide thoughts and feedback for weekly / monthly campaigns</li> <li>Provide product management feedback over product, pricing, positioning and promotions</li> <li>Support Customer Success Team and Onboarding Team.</li> </ul>	10%	