

SALES INCENTIVES & COMMISSIONS

MOTIVATE AND REWARD YOUR SALES TEAM

Set challenging but achievable quotas for your entire sales organization. Design incentive plans to keep your teams always motivated and engaged. Manage day-by-day sales operations that guarantee accurate commission and bonus payments. Let your reps or agents track and improve their own performance wherever they are thanks to dedicated mobile apps. Streamline accounting and financial tasks and keep incentive costs always under control.

Trusted by:



KEY BENEFITS

- Sales network aligned with corporate goals
- 90% fewer operational errors
- Shorter bonus calculation times, from 2-3 weeks to 2-3 day
- Automated processes freeing up resources by up to 80%

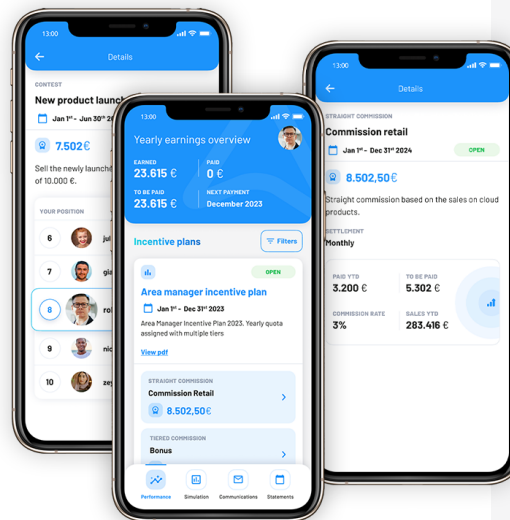
CROSS FUNCTIONAL

Supporting all departments involved:

- Sales & Sales Ops Leaders
- Finance & Control
- Human Resources
- Salespeople
- Compensation Administrators
- IT & Digital Innovation

CUTTING-EDGE DIGITAL CAPABILITIES

- DATA INTEGRATION
- USER CENTERED
- CLOUD & MOBILE
- PLANNING & SIMULATION
- AI-POWERED DATA-DRIVEN
- INSIGHTS
- FINANCE LOGICS



DATASHEET



MORE ON VULKI'S REVENUE EXCELLENCE PLATFORM

A unified cross-functional platform to drive teams' performance and profitable revenue growth.

- 01 SUSTAIN PROFITABLE REVENUE GROWTH
- 02 LEVERAGE COMMISSIONS AND INCENTIVES TO DRIVE PERFORMANCE
- 03 HELP YOUR TEAMS WORK BETTER TOGETHER
- 04 OMNICHANNEL SALES EXECUTION AND CUSTOMER EXPERIENCE
- 05 OUTPERFORM WITH THE POWER OF DATA INTELLIGENCE

Find out more

MAIN FEATURES



Sales Quota planning

Transform your commercial plans into challenging but achievable quotas for your sales force. Take advantage of advanced simulation analyzes to understand in advance the economic and financial impacts of possible alternative courses of action.

Sales force engagement and motivation

Give your sales organization visibility of their performance with a Performance Monitoring Dashboard and let them simulate what they can earn by reaching certain goals. Communicate incentive plans to your sales organization, track sales reps and sales managers acceptance of plans and communicate results through commission statement and bonus payout documents.

Incentive compensation management

Easily manage quota and territory changes throughout the year, design different incentive plans to ensure a motivated sales force. Guarantee accurate, timely, and auditable commission and bonus payments. Manage financial accruals for future payments and amortization of sales costs based on built-in financial logic.

Sales performance and compensation analytics

Track performance of sales team comparing plans vs. actual performance to continuously monitor that you are effectively working towards strategic goals. Analyze year over year performance of your sales team. Ensure that your sales staff is effectively compensated to always keep them motivated.

[Find out more](#)

PLAN

Structure your strategic priorities into clear and effective incentive plans. Simulate different scenarios to identify and easily implement the best configuration.

EXECUTE

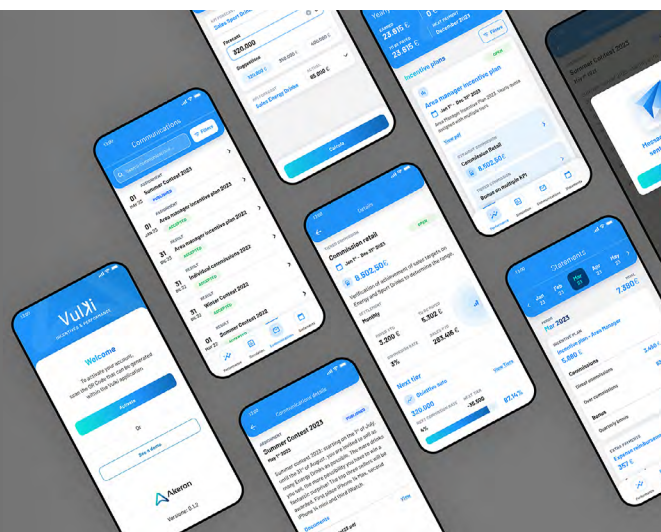
Streamline the day-to-day operational activities of all teams involved. From initial data entry to final accounting, take full advantage of optimized and transparent processes.

IMPROVE

Have a real-time comprehensive view of your teams' performances. Understand, with the help of AI, all key drivers to help you consistently replicate success.

SALES PERFORMANCE RESULTS AT YOUR FINGERTIPS

MONITOR YOUR KEY PERFORMANCE DATA DIRECTLY FROM YOUR MOBILE DEVICE, ANYTIME AND ANYWHERE. DEPLOY OUR PROPRIETARY APP OR LEVERAGE OUR INTEGRATION WITH SALESFORCE SOLUTION.



Enterprise Software
to drive Growth and
improve Efficiency

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