

Sales Position Scorecard

Identify the 4-6 specific outcomes the sales position for which you are hiring is accountable for completing. Next to each outcome, list the repeated behaviors that contribute to producing these results. Finally, give each outcome a weighting of importance.

SALES POSITION: _____

DATE: _____

	Specific Sales Outcomes	Repeated Behaviors	Weight*
1			
2			
3			
4			
5			
6			

BZ2023

*Weight column must total 100