Oracle Sales Cloud
Sales Performance Management

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SALES CLOUD

Oracle Sales Cloud Sales Performance Management enables companies to be more flexible, accountable and responsive to improve sales effectiveness and achieve targeted revenue goals. With productivity and training tools for sales reps, on-boarding and ramp-up costs are significantly reduced. Oracle Sales Cloud's advanced incentive compensation, quota and territory management tools offer process automation and advanced planning capabilities that help sales managers and sales operations staff efficiently align individual sales rep goals with the overall sales strategy.

KEY FEATURES

- Sales productivity tools including Sales Coach, Sales Lightbox, and Whitespace Analysis
- Territory modeling with what-if analysis
- Top-down and bottom-up quota planning
- Sales performance dashboards with scorecards and leader boards
- Compensation plan automation for cash and non-cash incentives
- Mobile Commissions app

KEY BENEFITS

- Increase sales rep productivity and effectiveness
- Align individual goals with overall sales strategy
- Reduce administration costs and errors
- Reduce on-boarding and ramp-up time for new sales reps
- Maximize revenue potential and improve sales quota attainment

Improve Sales Rep Effectiveness

Along with a complete, 360° view of the customer, Oracle Sales Cloud provides sales productivity tools that reduce training time, facilitate sales team collaboration, and focus attention on the right accounts.

Sales Coach

Sales Coach guides sales reps through the sales process with easy-to-use task lists and recommended actions at each stage. Sales Coach offers links to approved collateral and templates that reinforce a consistent sales methodology. Sales Coach helps organizations reinforce sales training and reduce the time for on-boarding new sales reps.
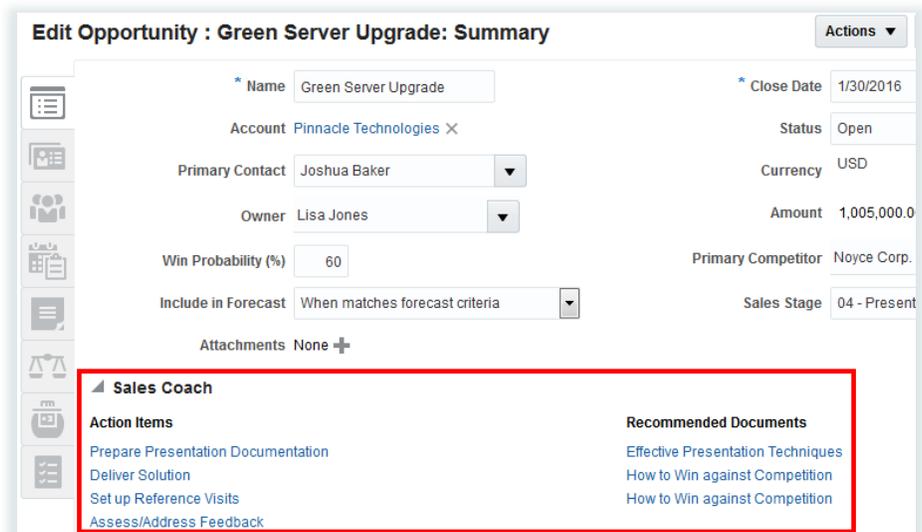

Image 1: Sales Coach informs sales reps of what they need to know and do.

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- **Complete**: A comprehensive sales solution focused on driving performance and connecting business processes.

- **Innovative**: Productivity-driven apps offering deep customer insight with the flexibility to adapt and differentiate.

- **Proven**: Power global sales organizations and leverage recognized industry expertise for secure and scalable global operations.

RELATED PRODUCTS

- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Incentive Compensation
- Oracle Social Network Cloud
- Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service

Sales Lightbox

Sales Lightbox is a collaboration tool that enables sales teams to quickly and easily share a library of Microsoft PowerPoint™ presentations. Sales reps can create new presentations by adding individual slides or full presentations to the shopping cart.
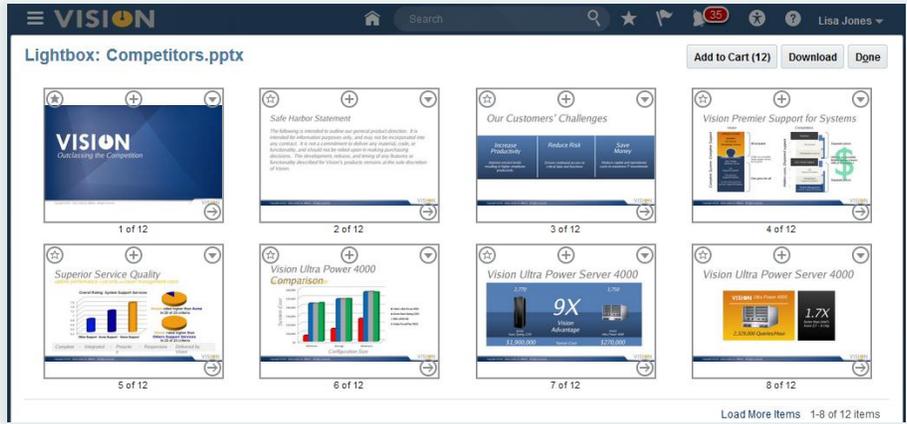

Image 2: Sales Lightbox allows sales teams to share and re-use presentation slides.

White Space Analysis

White Space Analysis allows sales reps to focus on accounts with the highest revenue potential and meet quarterly sales goals. Oracle Sales Cloud's White Space Analysis report shows a breakdown of potential revenue coming from current opportunities, leads, and recommendations generated from Sales Predictor, based on similar customer purchasing patterns.

Image 3: White Space Analysis shows opportunities, leads, and recommendations by customer.

Drive Sales Behavior with Incentive Compensation

Oracle Sales Cloud incentive compensation offers a breadth of tools that help sales teams model compensation plans to improve sales and maintain a competitive advantage.

- Roll out new plan initiatives efficiently, reducing administrative costs.
- Communicate commission and bonus plans accurately and on-time.
- Give sales reps the ability to get a quick snapshot of commissions and bonus payments using a smartphone.
- Use compensation dashboards to show sales reps how they are performing individually and show sales managers their team's performance against their goals.
- Recognize top performers with non-cash incentives, leader boards, scorecards and gamification to further incentivize and reward desired behaviors.
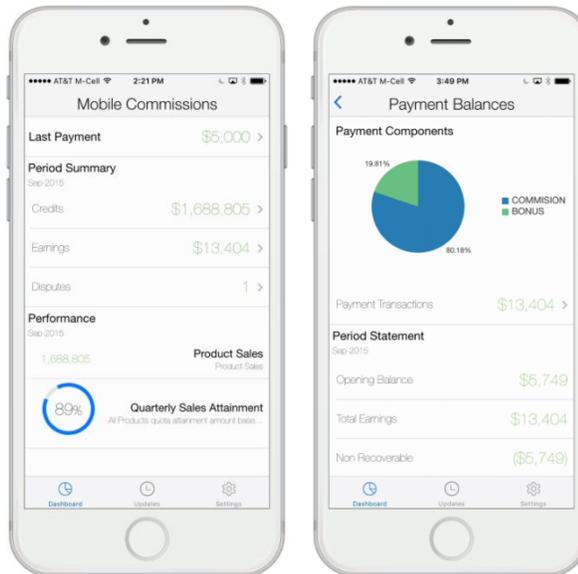

Image 4: The Mobile Commissions app offers a view of earnings, credits and payment transactions.

Optimize Sales Coverage with Balanced Territories

Oracle Sales Cloud allows organizations to build complex sales territories based on geography, business unit, product line, industry, named accounts, or any other custom attribute, across multiple sales channels.

- Model sales territories in advance and evaluate the effectiveness of territories using powerful what-if analysis capabilities.
- Easily determine if territories are equitable and balanced or if there are any gaps or overlaps in coverage.
- Quickly update active territories using Oracle Sales Cloud's intuitive user interface and bulk update capabilities.
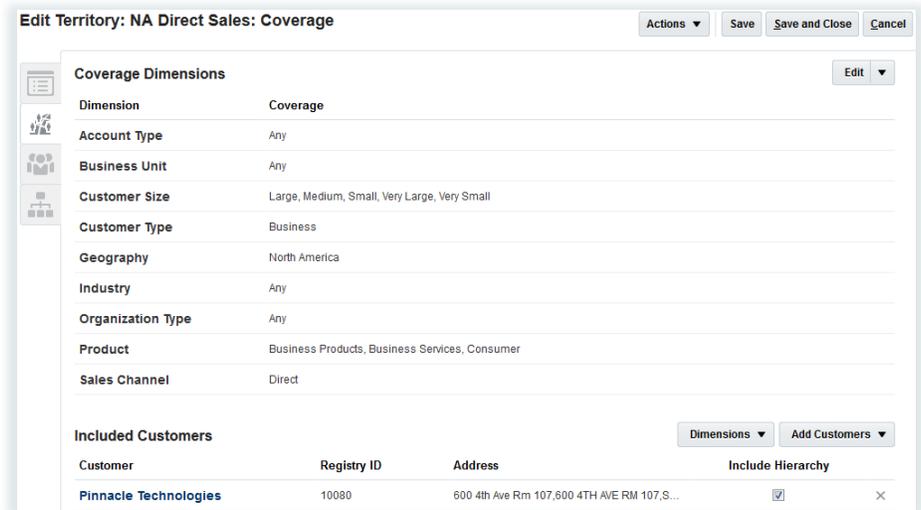
Image 5: Simplified pages make it easy to view and quickly update territories.

Align Individual Quotas and Goals to Sales Strategy

To successfully execute sales strategy, organizations need to provide sales reps with fair and equitable quotas and align company objectives with individual goals and performance criteria.

- Define any number of sales goals to align with top-down sales objectives. These sales goals can be based on revenue or units and broken out by customer and product line.
- Set individualized management objectives to drive desired behaviors and increase the performance of each individual in executing an overall sales strategy.
- Use advanced planning capabilities to calculate sales objectives based on current territory potential or past performance as opposed to "gut feel".
- Track team performance against sales objectives using sales performance dashboards and reports.
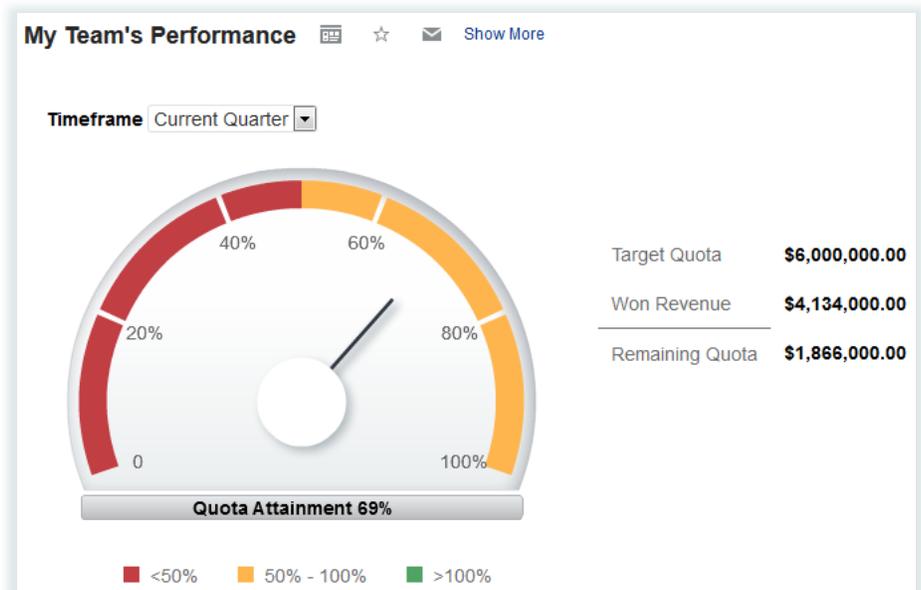

Image 6: Performance reports show current quota attainment.

Coach in Real-Time to Drive Better Sales Results

Ongoing coaching helps develop sales talent and improve individual, team, and organizational performance. With easy access to key performance indicators (KPIs) and coaching tools, sales managers can:

- Identify performance problems as they occur so they can take corrective actions.
- Initiate real-time coaching conversations in the context of a specific opportunity or sales activity using Oracle Social Network.
- Construct leader boards and scorecards to further recognize and reward sales performance.
- Identify top performers and their best practices then determine how to transition "B players" into top performers.
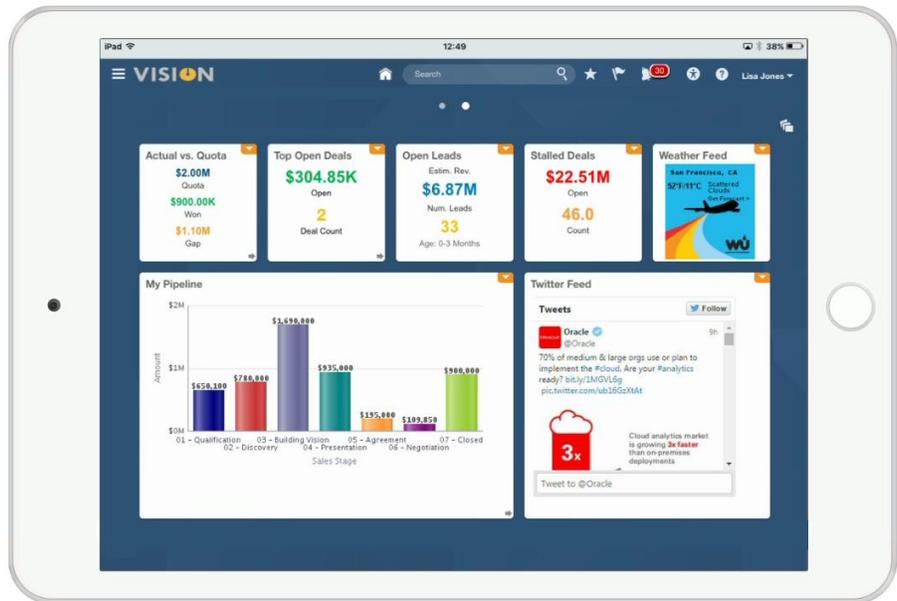
Image 7: Sales Productivity shows team activities, top/bottom performers and open deals.

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Integrated Cloud Applications & Platform Services

Oracle is committed to developing practices and products that help protect the environment