

# Oracle Engagement Cloud Sales Performance Management

Oracle Sales Performance Management helps companies to be more flexible, accountable and responsive to **improve sales effectiveness** and **achieve targeted revenue goals**. By providing productivity and training tools for sales reps, on-boarding and ramp-up costs are significantly reduced. With Oracle 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.

## IMPROVE SALES REP EFFECTIVENESS

Along with a complete 360-degree view of the customer, Oracle 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 helps organizations reinforce sales training and reduce the time for on-boarding new sales reps.

### 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 targeted presentations by compiling individual slides or full presentations into a simple shopping cart experience.

### White Space Analysis

White Space Analysis allows sales reps to focus on accounts with the highest revenue potential to help them meet quarterly sales goals. The Oracle Engagement Cloud White Space Analysis report shows a breakdown of potential revenue coming from current opportunities, leads, and

## ORACLE CUSTOMER EXPERIENCE: ENGAGEMENT CLOUD

- **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.

recommendations - all based on similar customer purchasing patterns and generated from Sales Predictor.

### DRIVE SALES BEHAVIOR WITH INCENTIVE COMPENSATION

Oracle 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, leaderboards, scorecards and gamification to further incentivize and reward desired behaviors.

### OPTIMIZE SALES COVERAGE WITH BALANCED TERRITORIES

Oracle 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 Engagement Cloud's intuitive user interface and bulk update capabilities.

### 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.

### RELATED PRODUCTS

- Oracle CPQ Cloud
- Oracle Marketing Cloud
- Oracle Service Cloud
- Oracle Commerce Cloud
- Oracle Adaptive Intelligent Apps for CX
- Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service

## 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 leaderboards 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.

## CONNECT WITH US

For more information about Oracle Engagement Cloud, visit [engagement-cloud](#), take a [Quick Tour](#) or call +1.800.ORACLE1 to speak to an Oracle representative.

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## Integrated Cloud Applications & Platform Services

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