Essays park

Business, Accounting

Are you using excel forcalculating sales commission? Then, you should be aware of the following consof using excel for calculating sale.

1. Excel is manuallycumbersome2. It is not scalable3. Usage of complexformulas4. Takes lot more time andeffortThere is a solution forall these problems: Automating your sales commission. Here are top 5 reasonswhy you have to switch from Excel to a software which can automate your salescommission. 1.

Reduce the errors in sales commissioncalculation: Calculating salescommission in Excel creates a tremendous amount of time and errors. Manual calculation causes errors which can besolved with a sales commission software. Get a commission tracking softwarelike Easy-Commission for great accuracy and efficiency. 2. Saves a lot of time: When your company growsthe number of sales reps is growing too, along with the number of transactionsthey log. If you're depending on Excel for all that expansion, you'll be stuckwith spreadsheets far more than you want to. Don't spend most of yourtime working on spreadsheets. Instead, automate your sales commission process andutilize your time productively on sales.

3. Avoid overpaying sales reps: Using spreadsheets forcalculating sales commission can sometimes favour sales people which goesunreported. With sales automating software you can avoid overpaying salespeopleand calculate accurately which in turn saves a significant amount of money.

Reward your reps for theirhard work and in turn, they will reward you with more sales. But there is noneed waste the company's profit on the accidental overpayment. 4.

Increase productivity: With sales automation, salespeople won't get engaged with shadow accounting which in turn increasestheir focus on sales activities and thereby increases productivity and revenueof the company. There will also be a clearvision of sales goals and rewards for each salesperson which will result ingood sales amount. 5. Track records: With sales automationsoftware you can track sales, commission and rewards of a particularsalesperson or for the whole sales department. With this data, you can identifygood and poor performances. What are you waiting for? It'stime to automate your commission process. Easy-Commission allows you to do allof these and also there are more features which will surprise you.

Book your demo now and getyour commission automated!!