

OBJVENTE: Sales targets

Overview

This extension allows you to set sales targets by product and by salesperson (registered as a Gestan user), and to compare the target with the actual results.

Entering targets

Access: *Statistics→Sales targets→Objective entry*

Sales targets

Entering sales targets

GSTN1

GSTN1

GSTN1

GSTN1

GSTN1

Sales target

1

2

Product

GSTN1

By

AA

Ariane AMPERE

Year

2025

Objectifs de vente

Annual

40,00

Quarterly 1

11,00

Quarterly 2

12,00

Quarterly 3

9,00

Quarterly 4

8,00

January

3,00

February

3,00

March

5,00

April

3,00

May

6,00

June

3,00

July

3,00

August

3,00

September

3,00

October

3,00

November

2,00

December

3,00

Validate

Cancel

For all

Targets are entered by calendar year. However, you can display the results by month, quarter, or year.

To do this, you must first select a product (the magnifying glass 1 opens the product selector, but you can enter the code directly), then a sales representative to whom the target is assigned.

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The column displays the % achieved (it is displayed as 100% when it is above the target). When less than 50% of the target is achieved, the gauge is red. When more than 75% of the target is achieved, the gauge is green.

The **Potential** column is an indication of the number of sales that could theoretically be achieved on a pro-rata basis over the period. In the example above, we asked for the month of February, and today is 20 February. As of 20 February, we are 71% of the way through the month. So for Blandine, who has sold 10 blenders, she should sell 14 by the end of the month if she does reasonably well.

Versions

Version	Date	Comments
3.A1.01.02	03/10/25	Migration to A1 format
3.15.03.01	20/02/19	First production version.



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