



## Sales Rep P&L and ROI

Salesperson name:		Willy Loman	Values	Line #
<b>Salesperson GTM</b> (all input should be on a 12 month basis)			\$ 484,765	1
less:				
	Commissions	\$ 159,000		2
	Benefit costs	\$ -		3
	Reimbursed expenses	\$ -		4
Total direct cost per rep (2+3+4)			\$ 159,000	5
<b>GTM to company (1-5)</b>			\$ 325,765	6
	Number of sales people	7		7
	Non Sales Operating Expenses	\$ 952,878		8
Total operating costs per rep (8/7)			\$ 136,125	9
<b>NET Margin (P&amp;L) to company (6-9)</b>			\$ 189,640	10
<b>Company working capital investment per rep</b>				
	AR Balance	\$ 1,064,279		11
	INV value	\$ 320,671		12
	less AP	\$ 272,411		13
Total WC invested (11+12-13)			\$ 1,112,539	14
WC investment per rep (14/7)			\$ 158,934	15
<b>Salesperson ROI (10/15)</b>			119%	16

input fields