

Outbound Excellence

Hiring - Quick Quota Calculator

	Gross Margin Quota	Revenue Quota	*10% GM used as an example					Actual GM\$ Based On Budget						
Month 1	\$ 3,000	\$ 30,000	January	February	March	April	May	June	July	August	September	October	November	December
Month 2	\$ 5,000	\$ 50,000	February	March	April	May	June	July	August	September	October	November	December	January
Month 3	\$ 7,000	\$ 70,000	March	April	May	June	July	August	September	October	November	December	January	February
Month 4	\$ 9,000	\$ 90,000	April	May	June	July	August	September	October	November	December	January	February	March
Month 5	\$ 11,000	\$ 110,000	May	June	July	August	September	October	November	December	January	February	March	April
Month 6	\$ 13,000	\$ 130,000	June	July	August	September	October	November	December	January	February	March	April	May
Month 7	\$ 15,000	\$ 150,000	July	August	September	October	November	December	January	February	March	April	May	June
Month 8	\$ 17,000	\$ 170,000	August	September	October	November	December	January	February	March	April	May	June	July
Month 9	\$ 19,000	\$ 190,000	September	October	November	December	January	February	March	April	May	June	July	August
Month 10	\$ 21,000	\$ 210,000	October	November	December	January	February	March	April	May	June	July	August	September
Month 11	\$ 23,000	\$ 230,000	November	December	January	February	March	April	May	June	July	August	September	October
Month 12	\$ 25,000	\$ 250,000	December	January	February	March	April	May	June	July	August	September	October	November