

# SkyDesk Motivator

## Sales Performance Management System



Encourage and motivate salespeople to improve sales productivity and drive revenue growth. Integrate with SkyDesk CRM.

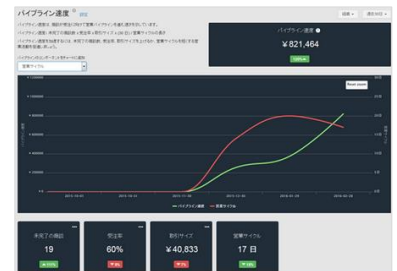
(SkyDesk Motivator requires SkyDesk CRM)

### Dashboard

SkyDesk Motivator Dashboards can visualize your sales team's activities. You know exactly which activities your sales team should focus on.

In the Dashboards, "Pipeline velocity" shows you how quickly opportunities are moving through your pipeline on their way to becoming closed deals.

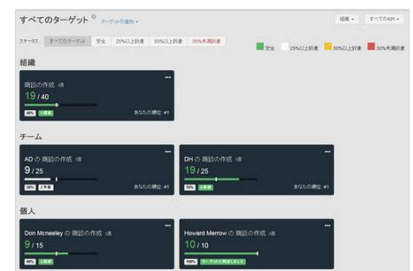
SkyDesk Motivator helps you to speed up your team's Pipeline velocity and increase the number of ongoing deals, the close ratio and the size of deals or shorten Sales Cycle Length.



### Target (Goal and Achievement Level Management)

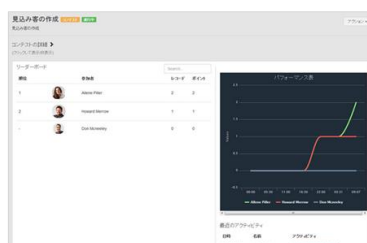
Focus on variety of targets from breaking down large objectives into smaller tasks and assign to individuals, teams, or even involve organization altogether.

Easily track performance in real-time, comparing sales results with your peers, and with on-demand scorecards to recognize activities that needed to pay attention to.



### Sales Contest

Employee contests are a great way to stimulate healthy competition and encourage team performance. Create either team-based or individual-based contest and monitor the status of the contest standings in real-time. Contests help to energize the team to perform their best.



### Motivator TV

SkyDesk Motivator allows you to publish stats in an easy to read format on a flat screen TV in your office or work environment. Leaderboards are concise dynamic scoreboards to showcase rankings among contestants.

Sales victories and contest winners can be showcased on big-screen TVs for better team motivation and engagement.



## Function List

Function	5 users	10 users	25 users
Number of users			
Number of licenses in a plan	5	10	25
Options to purchase additional users	✓	✓	✓
Dashboard			
Standard Dashboard	✓	✓	✓
Custom Dashboard	✓	✓	✓
Dashboard access control	✓	✓	✓
Target / Scorecards			
Organization targets / scorecards	✓	✓	✓
Team targets / scorecards	✓	✓	✓
Personal targets / scorecards	✓	✓	✓
Contest			
Number of concurrent contests	Unlimited	Unlimited	Unlimited
MOTIVATOR TV			
Contest TV channel	✓	✓	✓
KPI and Target TV channel	✓	✓	✓
Custom TV channel	✓	✓	✓
KPI and Target leaderboards	✓	✓	✓

URL

<https://www.skydesk.jp/en/products/motivator/>

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<http://www.skydesk.sg/>

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