

Monthly Sales Goals and Targets

Month: June 2024
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Department: Sales

Overall Sales Target

Total Revenue Target	\$120,000
Total Units to be Sold	2,000

Team Member Targets

Salesperson	Revenue Target	Units Target
Alice Kim	\$35,000	600
Brian Shaw	\$30,000	500
Carlos Ruiz	\$25,000	400
Diana Lee	\$30,000	500

Product Category Targets

Category	Target Revenue	Target Units
Product A	\$60,000	1,000
Product B	\$40,000	700
Product C	\$20,000	300

Important Notes

- Sales targets should be reviewed and updated monthly based on previous performance and market trends.
- Clear and specific targets help in tracking progress and motivating the sales team.
- All team members should be aware of their individual as well as team-wide goals.
- Document serves as reference for performance evaluation at the end of the month.
- Adjust targets if unforeseen events significantly impact sales conditions.