

Gartner for Sales Leaders

Overview of Quantitative Benchmarking and Diagnostic Resources



Assess performance and diagnose emerging problem areas

Gartner Sales Score. Assess the performance of your sales function across core objectives and supporting activities to inform strategic planning and guide your transformation efforts.

Sales Budget and Head Count Benchmarking Survey. Compare your organization's head count, budget, spend and cost of sales to those of your peers'.

Sales Enablement Benchmarking Survey. Compare your sales enablement function's structure, strategic mission, and responsibilities with those of your peers'.

Enhanced Frontline Sales Leadership Diagnostic. Measure the abilities of your managers across a range of dimensions, including management fundamentals, coaching, innovation skills and more.

Frontline Seller Effectiveness Diagnostic (coming soon). Measure the abilities of your sellers and account managers across a range of dimensions, including assessing Sense Making behaviors, their ability to drive account retention, cross-sell, upsell, and other skills proven to improve commercial performance.

Gartner Sales Score for Sales Operations. Evaluate the effectiveness of your sales operations function using objective peer-based performance standards to inform strategic planning and guide your transformation efforts.

Deliver your critical sales priorities. We're ready to help you excel against your critical sales challenges. Get in touch with us at connect@gartner.com to discuss how we can fast-track your success.