W• Welivo

Management Coverage Score

One page, eight measures, one number out of 100. welivo.co.uk/sales-manager-scorecard

Manager	
Team and period	
Scored by and date	

Count each measure, then divide

#	Measure and what to count	Count	Out of	Score	Weight
1	One-to-one coverage. One-to-ones held, out of one-to-ones due.				15
2	Coaching coverage. Reps coached, out of reps in the team.				15
3	Commitments kept. Commitments the rep confirmed as kept, out of commitments the manager made.				20
4	Support for reps behind target. Reps behind target coached within 14 days, out of reps behind target.				15
5	Ramp support. Ramp reviews held on time, out of ramp reviews due.				10
6	Feedback frequency. Reps with recorded feedback, out of reps in the team.				10
7	Team retention. Reps still in the team, out of reps at the start.				10
8	Reps not waiting on the manager. Reps not waiting, out of reps in the team.				5

Your score

Add up each score times its weight, then divide by 100 (leave out any measure with no total, and divide by the weights used)	
Management Coverage Score (out of 100)	
Band (85+ well covered, 70 to 84 gaps to close, 50 to 69 thin cover, under 50 cover is failing)	

Three things to do next

1. The lowest-scoring measure, and what changes this week	
2. Which reps are affected	
3. Re-score on (date)	

Weights and bands are Welivo's suggestions from experience running sales floors, not research benchmarks. The rep's answer counts for commitments, not the manager's. Free to use and adapt with credit: Welivo Management Coverage Score, welivo.co.uk/sales-manager-scorecard/. Not legal advice. © Certi Technologies Ltd, welivo.co.uk