

Aligning sales compensation plans with organizational goals.



EFFECTIVE SALES COMPENSATION PLANS

The path to growth starts with an effective sales team.

A strong sales compensation plan aligns with a sales strategy, motivates and engages employees, and fairly considers what is good for the sales rep and organizational profitability.

For more than 35 years, JER HR Group has helped organizations create fair, transparent compensation plans that attract, retain and reward sales talent.

- SALES COMPENSATION PLAN DESIGN
- COMPETITIVE MARKET ANALYSIS
- PAY EQUITY ANALYSIS
- SALES TALENT STRATEGY
- CUSTOM COMPENSATION SURVEYS
- COMMUNICATION STRATEGY

Potential starts **here.**

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New York | North Carolina | Iowa | Arkansas





We believe in the power of people, and it shows.

OUR STRENGTH IN NUMBERS



Our comprehensive, tailored sales compensation plans provide clear, insightful models to help your organization become an “employer of choice” in today’s competitive business environment.

Sales compensation services include:

- Alignment of sales comp plans with sales strategy
- Analysis of sales comp structure to business goals
- Plan structure & pay guidance
- Total rewards strategy
- Market pricing surveys & analysis
- Economic testing
- Compliance evaluation
- Custom compensation surveys

From insights to tools, we go further.

CompBldr JER HR Group’s compensation plans are powered by **CompBldr**, an integrated, comprehensive job description creator, market pricing and compensation analysis tool that helps you get your pay right. **CompBldr** is part of our Trainery™ HCM SaaS Solutions.



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