

# Territory And Quota Management

## Drive Cohesion and Transforming Sales Strategies into Profitable Results

Xactly Manage empowers businesses to seamlessly manage territories and quota changes as they arise or their business evolves. Territory and Quota Management (TQM) solutions enable go-to-market teams to maximize resources, elevate performance, and quickly pivot strategies if market dynamics shift.

## How Xactly Manage Streamlines Performance

### Roster Management

As sales organizations grow or market conditions change, roster management requires regular updates. When new hires, employee transfers, and other roster events occur, the downstream impacts on territories can be difficult to manually account for. Xactly's TQM solutions streamline this process by facilitating accurate and timely updates to assigned territories - whether adding new territories, realigning existing ones, or making performance-based adjustments.



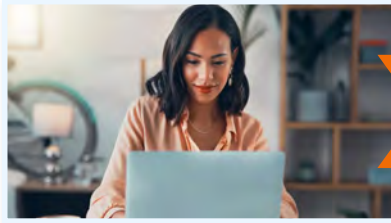
### Optimized Territory Management

Ensure your go-to-market engine is performing at top speed by efficiently managing the inevitable changes to your territories. With Xactly Manage, you can holistically manage complex sales territory structures and changes to support your optimal go-to-market strategy by proactively identifying problem areas such as unassigned or misaligned territories and deploying more balanced coverage models.

### Quota Alignment

Setting achievable quotas is crucial for the success of your go-to-market teams, and retaining top talent. Xactly Manage enables practitioners to align quota allocation with strategic business objectives while alleviating administrative burden. Intelligent logic rules and name assignments streamline quotas for secondary and overlay teams, and with scenario modeling, you can easily preview planned quota changes and assess potential impacts before implementing.





### For Revenue Operations

Get equipped with the tools and data necessary to reduce how reactionary your team needs to be. By automating complex processes and providing comprehensive visibility into territories, quotas, and credits, Xactly Manage enables Revenue Operations to proactively identify and address challenges, reducing the need for reactive decision-making.



### For Sales and Revenue Leaders

Xactly Manage ensures quota alignment, alleviates administrative burden, and enables intelligent Scenario Modeling to visualize planned quota changes. By providing robust and actionable data, sales and revenue leaders can make better-informed decisions, translate sales strategies to revenue growth, and foster collaboration across departments.



### For Finance Professional

Xactly Manage efficiently assigns territories and quotas to align sales targets with revenue goals and profitability targets. By gaining real-time visibility into performance by territory, and easily governing the changes required to keep pace with optimization, finance teams can proactively fine-tune territories and quotas to ensure revenue and financial target achievement.

With Xactly Manage, you can streamline and operationalize strategic plans and create a single source of truth at the intersection of territories, quotas, strategic goals, and automation. Xactly Manage instills confidence that sales targets are achievable, territories are equitable, and your operation is agile enough to address change.

To explore how Xactly Manage can help your business,  
[contact us](#) or reach out to your CSM.

## About Xactly

Xactly provides the only AI-powered platform that combines revenue intelligence and sales performance management so organizations can unlock their full revenue potential. Backed by two decades of pay and performance data, Xactly's Intelligent Revenue Platform is designed for finance, revenue, compensation, and sales leaders who want to drive quality, sustainable revenue. To learn more about Xactly and the latest issues and trends in revenue intelligence, visit us at [XactlyCorp.com](https://XactlyCorp.com), follow our [blog](#), and connect with us on [LinkedIn](#).

