Sales Appraisal Form for Manager

**Manager Information**

* + Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
	+ Department: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
	+ Appraisal Cycle: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Leadership and Team Management**

* + **Team Performance:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
		- Outstanding
		- Satisfactory
		- Needs Improvement
	+ **Leadership Effectiveness**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
		- Inspiring
		- Adequate
		- Lacking

**Sales Strategy Implementation**

* + **Achievement of Sales Targets**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
		- Exceeded
		- Met
		- Not Met
	+ **Innovation in Sales Techniques:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
		- Highly Innovative
		- Some Innovation
		- No Innovation

**Feedback to Team:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Personal Development and Training**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Signatures:**

* + Manager: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_
	+ Senior Management: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_