

## [SALES PERFORMANCE SOFTWARE](#)



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Sales Performance Management Software Overview What is Sales Performance Management (SPM) Software?

Sales performance management is the practice of applying corporate performance management tactics to sales teams, and determining how to best encourage the kinds of behavior that drive sales.

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### **Top 10 Sales Performance Management Software Vendors and**

In 2016, the top 10 Sales Performance Management (SPM) software vendors accounted for nearly 78% of the global Sales Performance Management (SPM) applications market which grew 5% to approach nearly \$821 million in license, maintenance and subscription revenues.

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beqom is an enterprise wide solution designed by sales performance management (SPM) experts. beqom has proven to scale the needs of large enterprises, without compromise, resulting in a 100% retention rate and happy customer base.

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**What is sales performance management SPM Definition**

Sales performance management (SPM) is the practice of monitoring and guiding personnel to improve their ability to sell products or services. Software programs are available to enhance the sales performance management process.

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