

Role Return on investment calculator Tool

Role	Return on Investment for the role	Key Performance indicator for the role	Green (budget)	Red (unacceptable)
<i>Salesperson</i>	<i>5 x the salary in Gross Profit sales per month</i>	<i>Gross Profit sales per month</i>	<i>>\$500k</i>	<i><\$250k</i>
Technician	<i>2.5 x the salary in chargeable hours per month</i>	<i>Chargeable hours per month</i>	<i>>124</i>	<i><100</i>
<i>Marketing associate</i>	<i>50 x the salary in closable lead value per month</i>	<i>Closable leads per month</i>	<i><\$300k</i>	<i>>\$225k</i>