

EMPLOYEE RANKING REPORT

Tools > Reports > Employees > Ranking

The Employee Ranking report shows your top 10 employees in order of productivity, based on their sales of products and services. The report displays your employees in a series of lists; each list based on a different criterion. For each employee in a particular list, their ranking and relevant sales figures are displayed. Figures are displayed in the form of monetary value, sales per hour, and average sales per client visit. For each employee, you can also view their total sales and the number of clients they served. This report will assist you in analysing employee performance, allowing you to easily see which employees rank highest in key areas.

AVERAGE SERVICE TICKET

The average revenue gained from service sales per client visit.

SERVICE \$ PER HOUR

The average revenue gained from service sales per working hour.

SERVICE \$

Total service sales per employee.

Top 10 - Employee

From: Sunday, 26 June, 2016
To: Saturday, 2 July, 2016
Time Period: 7 Days (1.0 Week)



| Service \$ | | Product \$ | | Total \$ | |
|------------|------------|------------|----------|------------|------------|
| 1 Anna | \$1,242.73 | 1 Anna | \$348.27 | 1 Anna | \$1,591.00 |
| 2 Chris | \$639.54 | 2 Katie | \$248.64 | 2 James | \$781.67 |
| 3 James | \$581.81 | 3 Lucy | \$233.82 | 3 Lucy | \$745.64 |
| 4 Lucy | \$511.82 | 4 James | \$199.86 | 4 Chris | \$741.77 |
| 5 Katie | \$363.63 | 5 Chris | \$102.23 | 5 Katie | \$612.27 |
| 6 Helen | \$32.72 | 6 Business | \$0.00 | 6 Helen | \$32.72 |
| 7 Business | \$0.00 | 7 Helen | \$0.00 | 7 Business | \$0.00 |

| Service \$/Hr | | Product \$/Hr | | Guests | |
|---------------|---------|---------------|---------|------------|----|
| 1 Anna | \$80.61 | 1 Katie | \$27.63 | 1 Anna | 17 |
| 2 Chris | \$68.04 | 2 Anna | \$22.59 | 2 Lucy | 11 |
| 3 James | \$44.75 | 3 James | \$15.37 | 3 Chris | 11 |
| 4 Katie | \$40.40 | 4 Lucy | \$13.75 | 4 James | 10 |
| 5 Lucy | \$30.11 | 5 Chris | \$10.88 | 5 Business | 8 |
| 6 Business | \$0.00 | 6 Business | \$0.00 | 6 Katie | 8 |
| 7 Helen | \$0.00 | 7 Helen | \$0.00 | 7 Helen | 1 |

| Avg. Service Ticket | | Avg. Product Ticket | | Avg. Ticket | |
|---------------------|---------|---------------------|---------|-------------|---------|
| 1 Anna | \$73.10 | 1 Katie | \$31.08 | 1 Anna | \$93.59 |
| 2 James | \$58.18 | 2 Lucy | \$21.26 | 2 James | \$78.17 |
| 3 Chris | \$58.14 | 3 Anna | \$20.49 | 3 Katie | \$76.53 |
| 4 Lucy | \$46.53 | 4 James | \$19.99 | 4 Lucy | \$67.79 |
| 5 Katie | \$45.45 | 5 Chris | \$9.29 | 5 Chris | \$67.43 |
| 6 Helen | \$32.72 | 6 Business | \$0.00 | 6 Helen | \$32.72 |
| 7 Business | \$0.00 | 7 Helen | \$0.00 | 7 Business | \$0.00 |

PRODUCT \$

Total product \$ sales per employee.

TOTAL \$

Total sales of both services and products per employee.

PRODUCT \$ PER HOUR

The average revenue gained from product sales per working hour.

GUESTS

The number of clients who had a service (or services) completed by this employee.

AVERAGE TICKET

The average total sale (includes both products and services) per client visit.

AVERAGE PRODUCT TICKET

The average revenue gained from product sales per client visit.

Definitons:

Note: All revenue amounts exclude sales to the #Business and #Expense clients
 All revenue amounts include Discounts marked as counting towards Employee Revenue

Service \$: Total Service Sales

Product \$: Total Product sales

Total \$: Total sales of Services and Products

Service \$/Hr: Average revenue gained from Service Sales per working hour. Hours worked exclude logged as absent and/or away

Product \$ /Hr: Average revenue gained from Product Sales per working hour. Hours worked exclude logged as absent and/or away

Guests: Total number of guests serviced per employee

Avg. Service Ticket: Average revenue gained from Service sales per client visit

Avg. Product Ticket: Average revenue gained from Product sales per client visit

Avg. Ticket: Average sale amount (Products & Services) per client visit