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INDITION COMMERCE

Sales Commissions

Feature List

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Sales Commissions connects sales performance, service work and payroll preparation. Build compensation plans around your business, pay on your preferred schedule and give every team member a clear view of their earnings.

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- Targets and incentives that encourage growth
- Connected sales and service workflows
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Flexible compensation and pay schedules

Pay your team every week

Weekly payouts work alongside monthly or quarterly sales targets. Prepare earnings through a completed day, review the amounts, approve a payroll batch and export an Excel workbook for your payroll process. Record each payment with its actual date and reference to keep balances current.

- Seven schedule choices: weekly, every two weeks, twice monthly, monthly, quarterly, annual and custom.
- A first pay-window start aligns weekly and fortnightly schedules with your business; quarter and year schedules can follow a fiscal starting month.
- A calendar-day delay from cutoff to planned payday supports your payroll preparation cycle.
- Partial payments, carried balances and subsequent adjustments stay connected to the original earnings.
- Payment-date reporting keeps paid-year totals aligned with when the team receives payment.

Create plans that fit each team

Use named plans for salespeople, specialists and technicians. Dated plan versions support future changes, draft preparation, cloning, comparison and publication. A rate summary and simulator help managers explain how the plan rewards performance.

- Choose a percentage of net sales or a flat amount per unit, line, order or billed hour.
- Set defaults, category rates and individual product overrides, with location and sales-channel choices.
- Configure eligible items, value ranges and quota weighting to match your compensation policy.
- Assign people by role, location and effective dates, with multiple plans for different types of work.

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Targets and incentives that encourage growth

Keep longer term targets while paying frequently

Track cumulative attainment across the target window as each sale earns commission. Monthly and quarterly targets can span several weekly payroll batches. Revenue, billed labor hours and completed jobs give sales and service teams relevant measures of progress.

- Set plan defaults, assignment targets and individual quotas, including location-specific targets.
- Prepare quotas as drafts and approve them when ready; enter shared targets in bulk.
- Import CSV or Excel targets through Upload, Field Mapping and Apply, with import history and access to imported records.
- Apply accelerator tiers to the qualifying portion of a sale and show attainment before and after each statement line.
- Use optional calendar-day proration of default targets for people joining or leaving during a target window.

Run focused sales incentives

Spiffs reward a product, category or vendor range for a selected date window. They can apply across the business or at a chosen store, making them useful for a seasonal promotion, product launch or local stock campaign.

- Offer a flat amount per unit or a percentage incentive.
- Choose company or vendor funding and track vendor-funded totals by period.
- Use unit and monetary caps to manage the promotion budget.
- Pay the sales-credit split or a named specialist; add a spiff to regular commission or use it as the line incentive.
- Find products by SKU or name and choose clearly named categories and vendors.

Support several stores

Location participation, person assignments, rates, quotas, incentives and reports help each store follow its own commercial priorities within one commission program.

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Connected sales and service workflows

Integration	Customer benefit
Shop and website orders	Bring completed online and administrative orders into the commission workflow, with a chosen policy for unassisted website sales.
Point of Sale	Carry declared salespeople, shared sales credit and quote attribution from the register into earnings.
Service and Repair	Reward the salesperson, technician and inspector independently when a work order is closed and fully paid.
Inventory and product catalog	Maintain product-specific Commission overrides from the SKU editor while preparing a draft plan.
Order payments and refunds	Connect proportionate commission adjustments to the original sale and its original awards.
Administration and access	Give managers, payroll staff and participants the tools and information relevant to their roles.

Recognize the whole service team

Service and Repair supports separate sold-by, performed-by and quality-inspection credit. Labor logs can determine technician shares. Plans can distinguish labor, parts, fees, discounts and flat-rate jobs, with a choice to include fitted parts in technician commission. Warranty work becomes eligible when the reimbursement and settlement requirements are met.

Make shared sales easy to explain

Named sellers and split credit travel with POS transactions and converted quotes. Configurable cashier and house-account policies support your preferred attribution process. Authorized managers can maintain sales credit with a recorded reason, providing a clear history of each decision.

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Clear statements and a repeatable payroll routine

Give staff visibility into their earnings

Participant statements explain the sale, rate, accelerator and adjustment behind each amount. My Statements provides personal access for salespeople and technicians. Managers can use the same detail to coach the team and discuss progress toward targets.

Turn performance data into decisions

- Period liability and performance reports show base commission, accelerators, adjustments and refund-related amounts.
- Attainment and trend reporting compares targets with results across recent periods.
- Commission cost reporting groups compensation costs by category, store and sales channel.
- Attribution reporting shows how sales credit is assigned across the business.
- Quote pipeline figures show business in progress; vendor spiff totals support reimbursement preparation.
- Filtered Excel exports make the figures easy to share with finance and management.

Keep every pay cycle connected

Approve payroll batches as a lasting record of allocated earnings. Later eligible sales and proportionate refund adjustments join a subsequent batch with their source references intact. Refund calculations retain the original base, tier and incentive relationship, including capped awards.

Maintain continuous earning coverage

Automatic reconciliation combines a configurable recent lookback with saved processing progress and follow-up processing. Recovery tools let an authorized user preview and process a selected historical date range. Earning-period generation and guided open-period splits support calendar coverage and dated plan changes.

Keep administration organized

Searchable selections, clear field guidance, consistent switches and a convenient Settings save bar make everyday administration easier. Role-based access, personal statement visibility and recorded approvals support a well-managed commission program.

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