

2021

Talentnet-Mercer's

HUMAN CAPITAL SOLUTIONS

make employee decisions with confidence

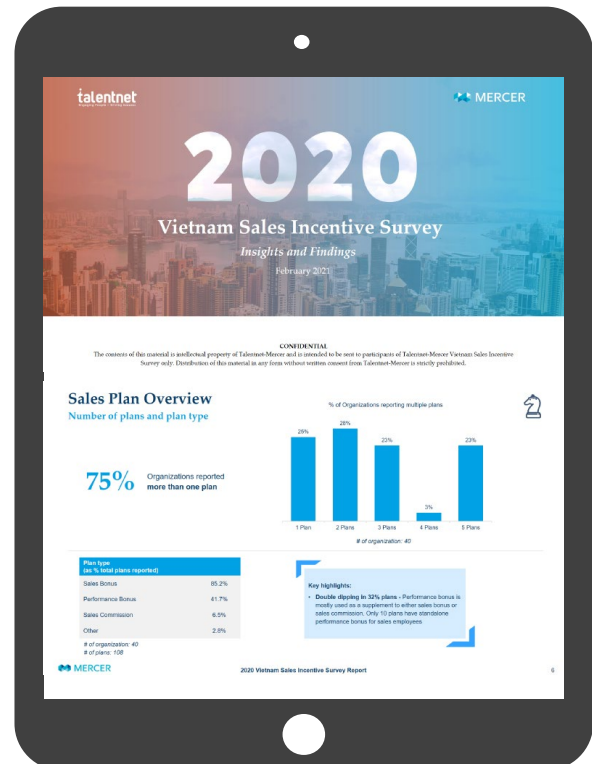


SALES INCENTIVE SURVEY

Sales force is the most important workforce of businesses; and having an effective sales incentive scheme is key to motivate salespersons to strive for excellence. When designing a sales incentive scheme, the ultimate goal of HRs and Sales leaders is to have the **“right” balance** between sales force **motivation**, **cost optimization**, while maintaining its **market competitiveness**.

Sales Incentive Report assesses the following areas within the sales compensation plan:

- Pay Philosophy
- Plan Performance Metrics & Targets
- Plan Mechanics
- Plan Payout & Frequency
- Plan Governance
- Plan Effectiveness & Review
- Plan Communication
- Sales Recognition Programs
- Mercer Value Proposition



About TALENTNET

Originating from the Human Resources Services unit of PricewaterhouseCoopers Vietnam, Talentnet is now acknowledged as the **leading HR consulting firm** in the country, with more than **20 years of experience** in the local labor market.

Talentnet is passionate about contributing to a better working life for Vietnamese employees through professional HR solutions designed to meet the diverse needs of Vietnamese and international clients.

4 offices in Ho Chi Minh, Ha Noi, Da Nang, Can Tho			300+ employees (30+ in Human Capital Solutions)
Strategic partner of Mercer, ADP, and Emergenetics			Partner of 1000+ MNC & big local companies in Vietnam

Talentnet's services include:

HCS
Human Capital Solutions

POS
Payroll & Expatriate Services

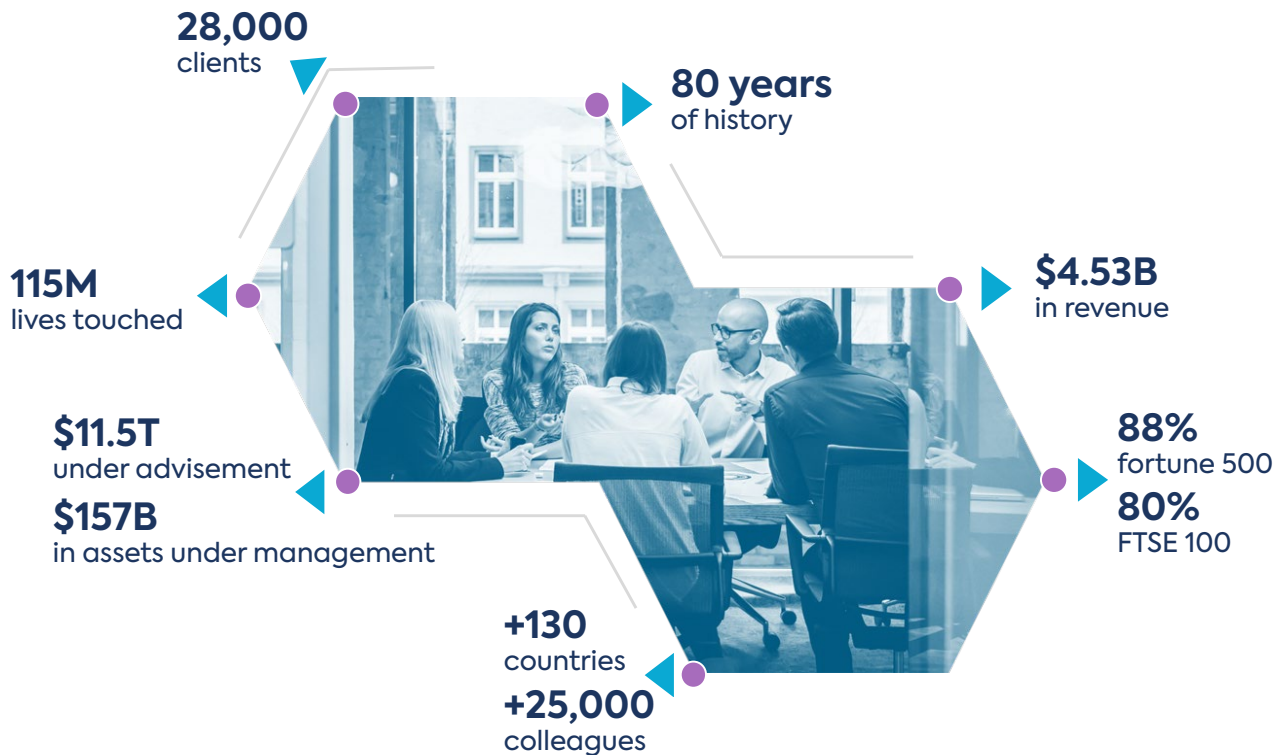
ESS
Executive Search & Selection

HRO
HR Outsourcing Services



About MERCER

Mercer builds **brighter futures** by redefining the world of work, reshaping retirement and investment outcomes, and unlocking real health and well-being.



Mercer's portfolios include:

HEALTH

- Benefits exchange
- Benefit strategy, design, and financing
- Individual and voluntary benefits
- Benefits plan management and brokerage
- Specialty health and benefits
- Benefits administration

WEALTH

- Strategic plan design, management, administration and investments
- Integrated DB risk management
- Financial well-being
- Wealth management
- Flexible delegated solutions and advice
- Global and local actuarial consulting
- Endowments and foundations
- Environment, social, and governance (ESG) investing

CAREER

- Talent strategy
- Talent mobility
- HR transformation
- Executive rewards
- Workforce rewards
- Communication
- Digital

For further information, please contact your Industry Leaders or:

SALARY & BENEFITS SURVEYS



2021 Vietnam Subscription Form:

<https://edm.talentnet.vn/downloads/2021-Vietnam-Subscription-Form.xlsx>

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