INDITION COMMERCE

Sales Commissions

Sales Commissions Overview

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Reward the people who grow your business. Indition Sales Commissions brings retail sales, online orders and service work into a connected compensation workflow, with flexible plans, clear statements and payroll preparation that fits your schedule.

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- One commission program across your business

Weekly pay with targets that drive growth

Your salespeople can receive commission every week while working toward a monthly or quarterly target. Sales Commissions keeps cumulative attainment moving throughout the target window, so your incentive strategy and your pay calendar work together.

Build a familiar weekly routine

Choose a weekly schedule, set the starting weekday and choose the number of calendar days between cutoff and planned payday. Each cycle, prepare earnings through the completed cutoff, review the batch and approve it. Export the figures to your payroll process, then record actual payments and references in Commission.

The same workflow supports every-two-week, twice-monthly, monthly, quarterly, annual and custom schedules. Partial payments and carried balances help finance maintain a clear picture of what has been earned and paid.

Reward the results that matter

Design rates around products, categories, serialized products, locations and sales channels. Choose percentage or flat-amount methods. Use targets and accelerator tiers to recognize stronger performance, and add short-term spiffs for a product launch, seasonal campaign or vendor promotion.

Individual and store-specific targets let managers set relevant goals. Spreadsheet quota imports make it practical to prepare targets for a larger team, while optional default-target proration supports people joining during a target window.

Give every conversation a clear starting point

An itemized statement shows how each sale contributes to earnings and target attainment. Salespeople and technicians can view their personal statements, and managers can use the detail for coaching, recognition and performance conversations.

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One commission program across your business

Connect the shop floor and the website

Sales credit from POS transactions and converted quotes follows the sale into Commission. Website and administrative orders join the same process. Shared sales, channel-specific rates and configurable cashier or house-account policies help the program reflect how your team actually sells.

Recognize service expertise

With Service and Repair enabled, the person who sells the job, the technician who performs it and the inspector who signs it off can each earn a dedicated commission. Labor, parts and flat-rate work can follow different rules. Closed, fully paid repairs and settled warranty work connect service performance with compensation.

Put product decisions close to the product

The Inventory SKU editor provides a Commission tab for draft plan overrides. Product teams can set eligibility, methods, rates and quota weighting where they already maintain the catalog. Location and channel choices help turn a merchandising decision into a targeted incentive.

Give finance a complete view

Payroll batches, payment records and Excel exports support a repeatable handoff to finance. Performance, attainment and commission cost reports show how compensation relates to revenue across people, categories, stores and channels. Vendor-funded spiff totals help prepare reimbursement claims.

Automatic reconciliation and historical recovery keep earnings connected across pay cycles. Approved records retain their history as later activity enters subsequent batches. Managers and payroll staff can follow each amount from the original transaction through the statement and payment record.

Bring your compensation plan to a demonstration

Explore a weekly payroll cycle using your preferred monthly target, review an example shared sale and see how a service job rewards each contributor. Indition Sales Commissions gives your team practical tools to turn a compensation policy into an everyday workflow.

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