



Postman reduced manual busywork and increased motivation as their sales teams grew by 300%

Headquarters
San Francisco, California

Employees
1001-2000

Industry
Technology

The Challenge

Valued at \$5.6 billion, Postman's sales function was rapidly growing. It became tedious to set up compensation plans from scratch while also factoring in the ramping period for new hires. Every single step was being done manually on spreadsheets, right from pulling in data from their CRM and generating reports to sharing payout information with sales teams.

Sales reps had no visibility into their commission calculations until they got paid. This led to dependencies on the administrators for clarifications on payout calculations.

The Solution

Postman's administrators build plans with ease and perform various functions to seamlessly handle commissions for several sales reps. Everstage also offers complete transparency of commissions to sales teams with detailed earning statements. Since everything is available on-demand, there is lesser confusion and no dependency on the administrators for payout information.

With Crystal, Everstage's one-of-a-kind sales commissions forecasting module, sales teams can predict how much they can make in commissions for pipeline deals they could close in the future.

The Result

Since Postman first partnered with Everstage, their sales force has grown three-fold and Everstage has been able to handle the heavy-lifting effortlessly.

Administrators get significant time savings while the sales reps enjoy on-demand access to their quotas, attainment, commissions, and payout status. The advanced commission forecasting and on-demand visibility into accurate commissions data has helped Postman keep up the morale of sales teams.

Postman noticed a 21% increase in sales team attainment and a 2x increase in multi-year deal closures in H2 2022.



2x

increase in
multi-year deals



300%

growth in commissionable
reps managed efficiently



95%

of time saved in
running commissions



Kyle Russell

Ex-Senior Director, Head of Revops

“It felt naturally like Everstage would be a much better partner than any of the other companies we evaluated. Given that we’re growing so rapidly and that our needs are changing so often, we wanted a partner that would listen to us and adapt to those changes. It was clear that Everstage was going to do that.”

Loved by hyper-growth companies and enterprises

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Trimble

NASDAQ: TRMB

WILEY

NYSE: WLY

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AvePoint

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4.9

Gartner 4.9

Based on 2000+ customer reviews



Everstage Featured in Gartner's
Market Guide on Sales
Performance Management

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