



Mercedes-Benz
of Scottsdale



Mercedes-Benz
of Arrowhead

Mercedes Benz of Scottsdale & Arrowhead

Mercedes-Benz of Scottsdale is committed to making every stage of the vehicle ownership experience simple, convenient, and personalized. Helping drivers keep their vehicles performing at their best.

The Challenge



CRM/DMS information is difficult to retrieve



KPIs and goals were not centralized for everyone



Deal-delivery recognition lacked a shared focal point



Managers needed faster desktop reporting

The Solution

Sales Leaderboard Pro centralizes rankings, KPIs, goals, delivery alerts, staff photos, and desktop reports across both stores. Each completed delivery can trigger a shared alert and recognition moment, helping the teams celebrate wins as they happen. Rotating leaderboard views keep monthly goals, rankings, and performance measures visible without requiring managers to assemble separate reports. Centralized desktop reporting also gives leadership faster access to the DMS information needed to coach both locations.

The Result

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The leaderboards have made a noticeable difference in the culture of our stores. Our team can see every delivery as it happens and celebrate each success together. Everyone has a clear understanding of where they stand throughout the day.

Jay Alvarez – Sales Director



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Customer since 2024. Current solution: Sales Leaderboard Pro.

