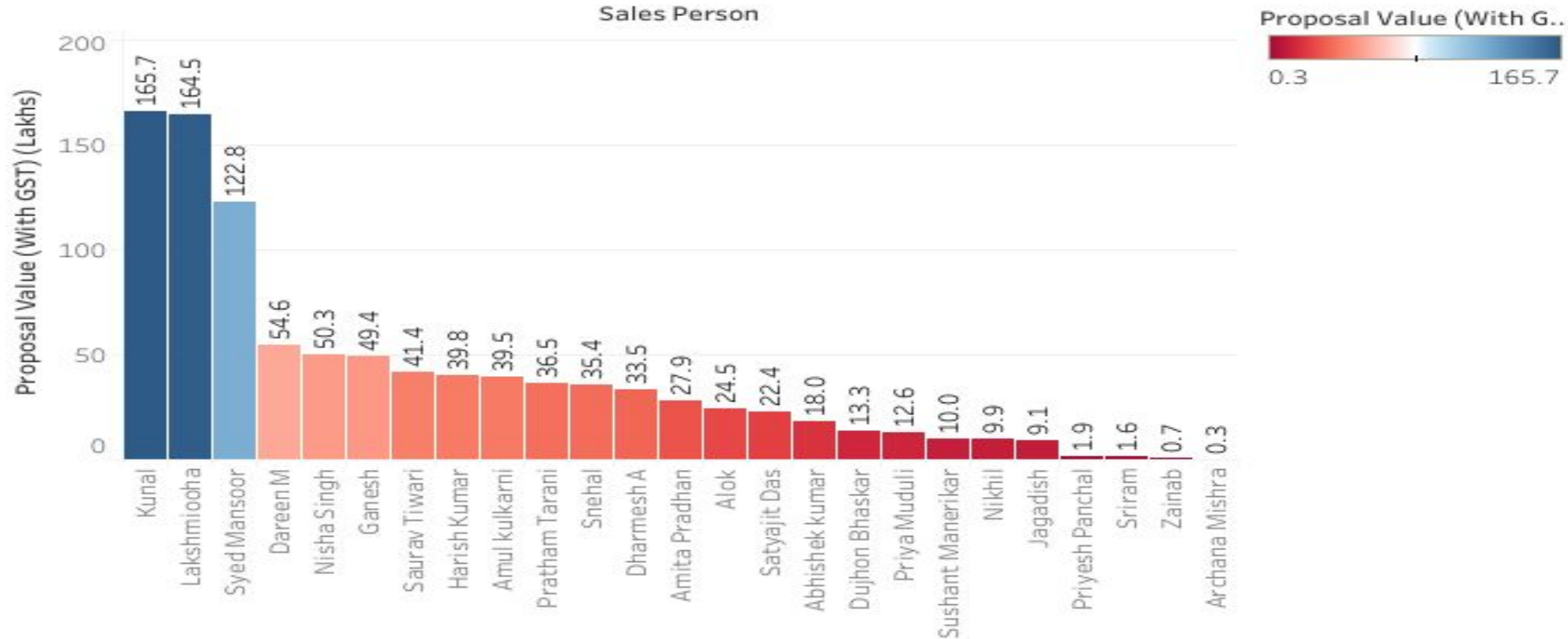


**QTD 1**

**REPORT**

# Proposal Value by Salesperson

Proposal Value by Salesperson

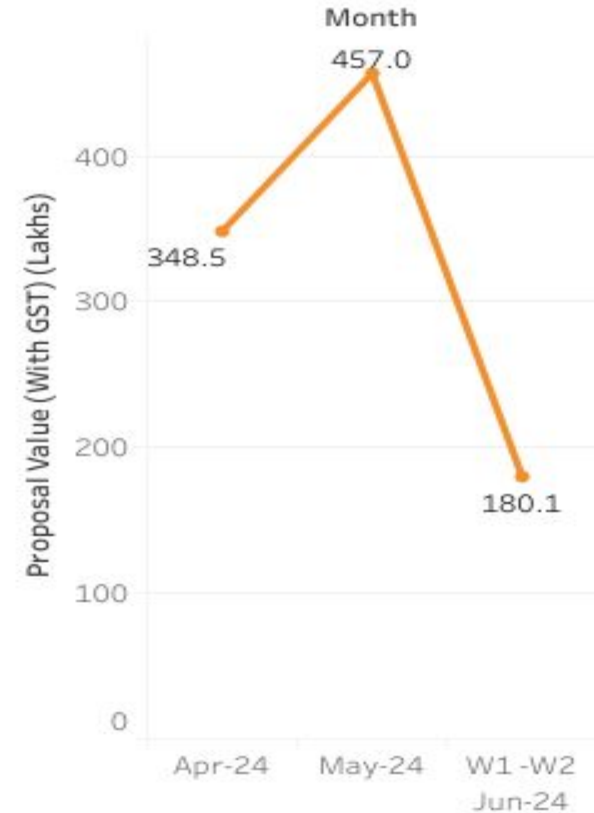


- Which salesperson has the highest total proposal value, and how can we support them to continue their success?

# Proposal Value by Month

Month	Proposal Value (With GST) (Lakhs)
Apr-24	348.45
May-24	456.95
Jun-24	180.05

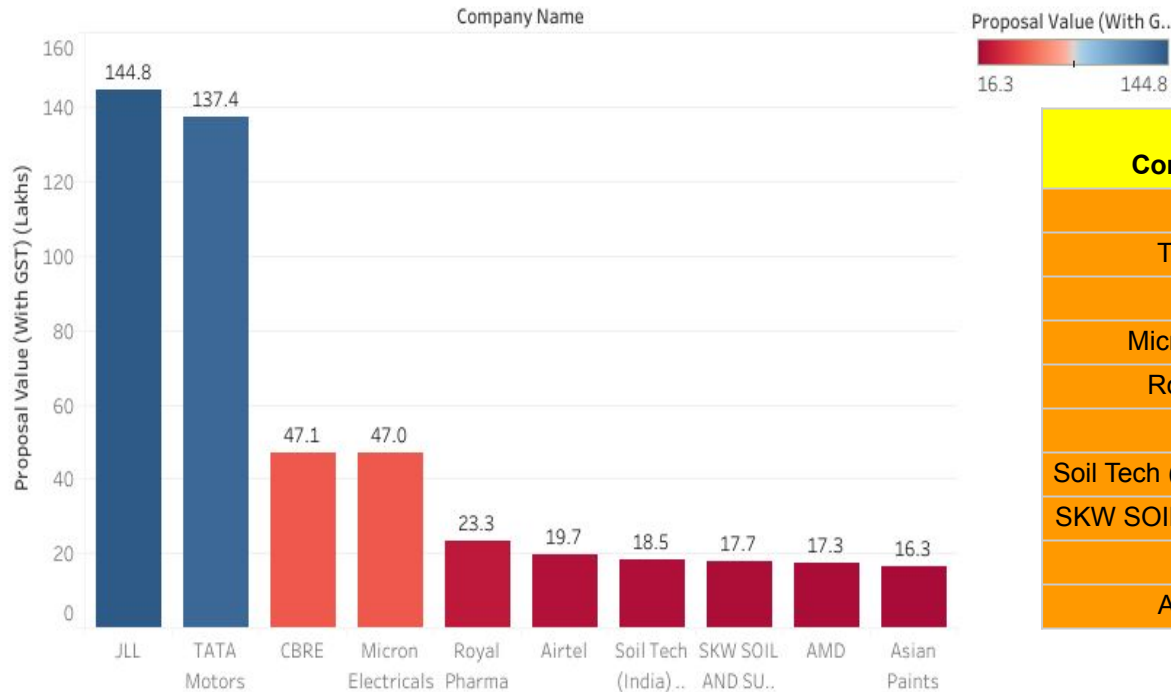
Proposal Value by Month



- Is there a seasonal trend in proposal value, and how can we prepare for it?

# Proposal Value by Company

Proposal Value by Company

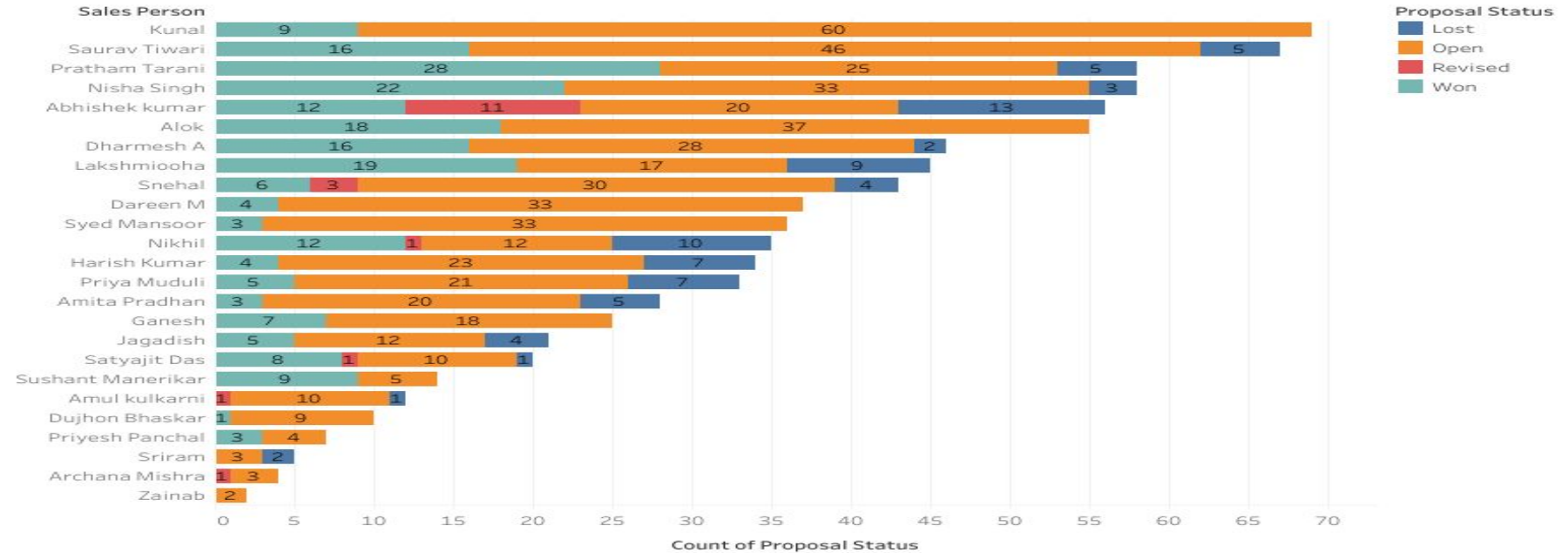


Company Name	Proposal Value (With GST) (Lakhs)
JLL	144.75
TATA Motors	137.36
CBRE	47.11
Micron Electricals	46.97
Royal Pharma	23.34
Airtel	19.73
Soil Tech (India) Private limited	18.48
SKW SOIL AND SURVEY CO	17.7
AMD	17.31
Asian Paints	16.26

- Which companies have the highest total proposal value, and how can we build strong relationships with them?

# Proposal Status by Salesperson

Proposal Status by Salesperson



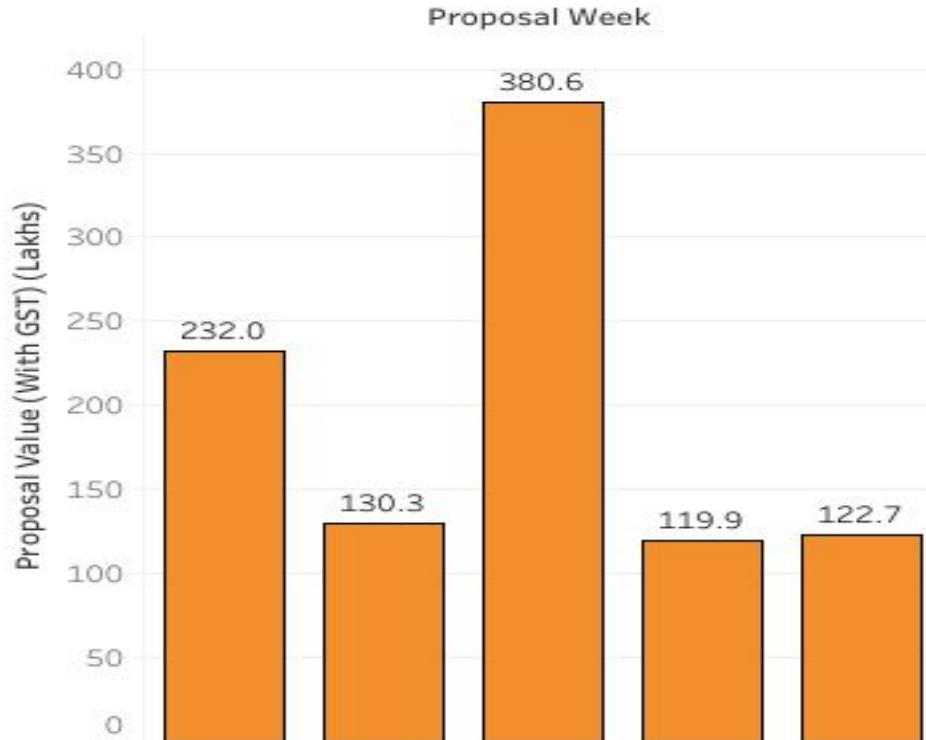
## Data Sheet:

[https://docs.google.com/spreadsheets/d/1AtwLJdRbrWUbaChQNCWFXJw3BuORFoJLoPT82sT\\_ER4/edit?gid=1612807201#rangeid=1796856901](https://docs.google.com/spreadsheets/d/1AtwLJdRbrWUbaChQNCWFXJw3BuORFoJLoPT82sT_ER4/edit?gid=1612807201#rangeid=1796856901)

- Which salesperson has the highest win rate, and how can we learn from their success ?

# Proposal Value by Proposal Week

Proposal Value by Proposal Week

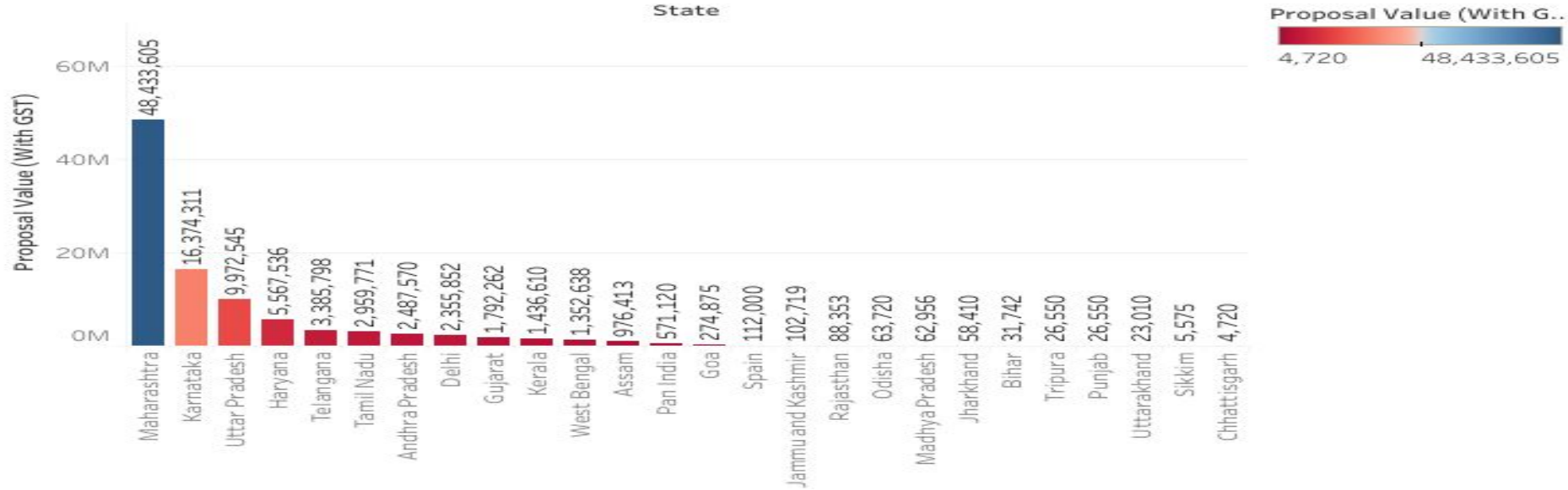


Proposal Week	Proposal Value (With GST) (Lakhs)
W1	231.99
W2	130.31
W3	380.56
W4	119.88
W5	122.71

- Is there a trend in proposal value by proposal week, and how can we take advantage of it?

# Proposal Value by State

Proposal Value by State



Link:

[https://docs.google.com/spreadsheets/d/1Ms\\_2E\\_a8J81j2PZA--63rEblhErNY2NOyV9MTXzTAKk/edit?gid=1150360914#rangeid=29747314](https://docs.google.com/spreadsheets/d/1Ms_2E_a8J81j2PZA--63rEblhErNY2NOyV9MTXzTAKk/edit?gid=1150360914#rangeid=29747314)

- Which states have the highest total proposal value, and how can we expand our presence there?