

LEAD PIPELINE ANALYSIS

Today's Date

22/09/2022

Reference Period

Last 14 Days

Sales Group

Sales Group 1

Customer Group

Sales Group 1

Sales Person

Sales Group 1

Reset Filters

LEAD VALUE
£ 14M

NEW ENTRANTS
£ 9M ↓ 7%

LEADS PIPELINE
364 ↓ 3%

↑ 3%
19382
WIN VALUE

25%
CONVERSION RATE

30%
CONVERSION RATE
By Contract Sign

SALES LEADERBOARD

Sale Rep 1

Sale Rep 2

Sale Rep 3

Sale Rep 4

↓ 3%
12 Days
TIME TO CLOSE

2629
RISK PIPELINE

Days: 60

WIN/LOSS TRENDS



FUNNEL



TOP 10 OPPORTUNITIES

Customer Name	Lead Value	CMS	Status
Customer 1	Lead Value 1	CMS 1	●
Customer 2	Lead Value 2	CMS 2	●
Customer 3	Lead Value 3	CMS 3	●
Customer 4	Lead Value 4	CMS 4	●
Customer 5	Lead Value 5	CMS 5	●
Customer 6	Lead Value 6	CMS 6	●
Customer 7	Lead Value 7	CMS 7	●
Customer 8	Lead Value 8	CMS 8	●
Customer 9	Lead Value 9	CMS 9	●
Customer 10	Lead Value 10	CMS 10	●

LEAD MIGRATION

of Opportunities

