SKYFOOD EQUIPMENT LLC 2026

SALES PERFORMANCE &
TERRITORY INTELLIGENCE (SPTI)

Skyfood
Equipment LLC

DANIEL RODRIGUEZ III
FEBRUARY 3, 2026
DATA ANALYSIS

PORTFOLIO PROJECT

This Executive Command Center provides a high-fidelity diagnostic of Skyfood Equipment LLC's 2026 North American sales landscape, bridging the gap between Brazilian manufacturing output and US territory performance. By integrating statistical Z-Score modeling and real-time lead efficiency metrics, the dashboard enables leadership to distinguish between pipeline deficiencies and conversion failures. From high-level revenue gap analysis to granular product velocity tracking for the 2026 catalog, this tool transforms raw data into actionable intelligence, ensuring inventory alignment with the Miami warehouse and providing a roadmap for strategic rep intervention.

EXECUTIVE REVENUE HEALTH & RISK ANALYSIS

what is our current financial position, and which territories are threatening our Q1 targets?

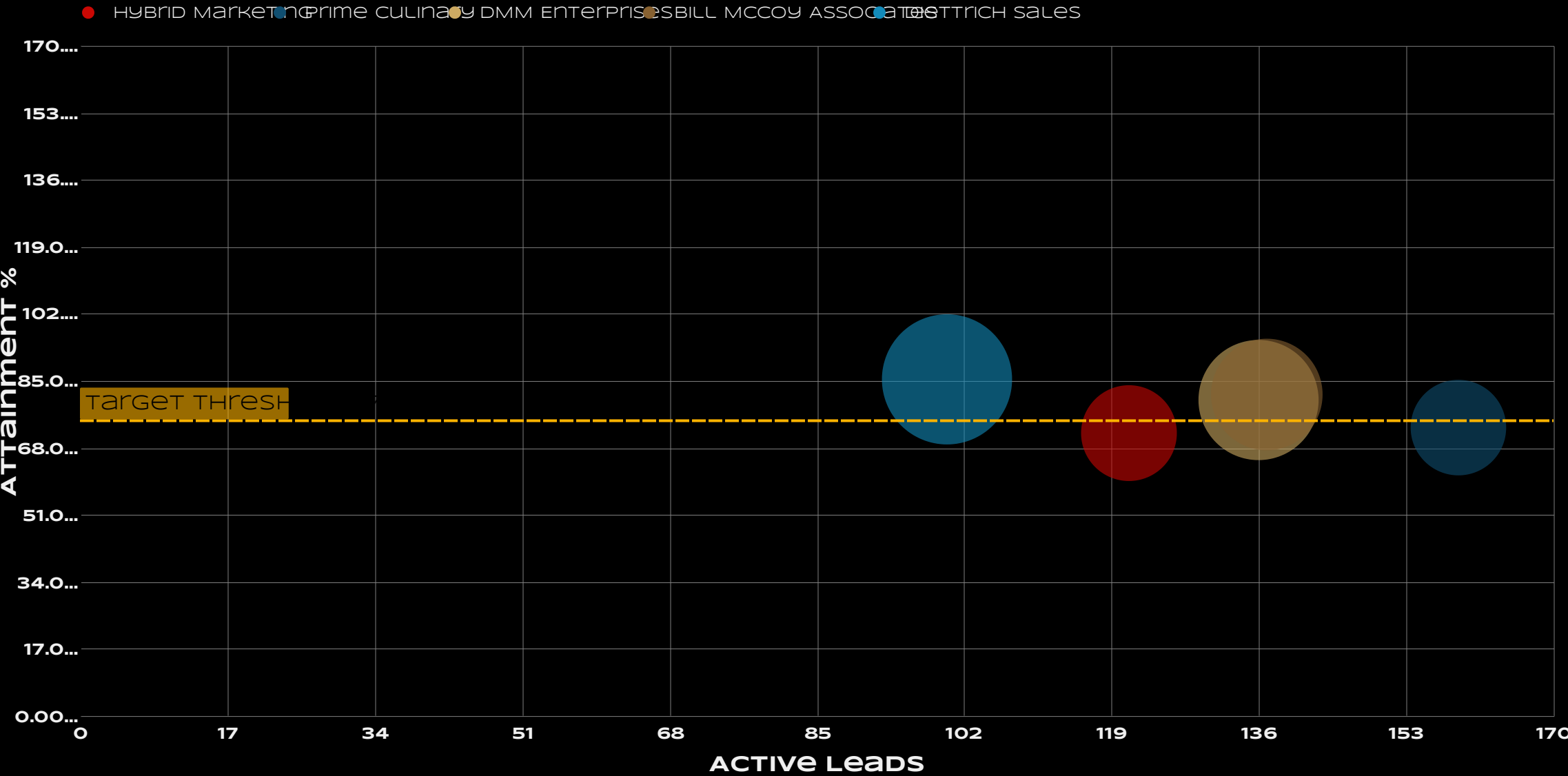product_model ▾

sales_rep_group ▾

TOTAL REVENUE GAP

$257.10K

Performance HEALTH

78.29%

The **Target Threshold** line (**75%**) reveals that **Bill McCoy Associates** and **Hybrid Marketing** are struggling with conversion despite high lead volumes. Conversely, **Diettrich Sales** suffers from a 'Low Pipeline' (11 leads), indicating that Miami management should reallocate lead-generation budget toward **Diettrich's** territory.

Territory RISK ANALYSIS (Leads vs. Attainment)

● HYBRID MARKETING ● PRIME CULINARY ● DMM ENTERPRISES ● BILL MCCOY ASSOCIATES ● DIETTRICH SALES
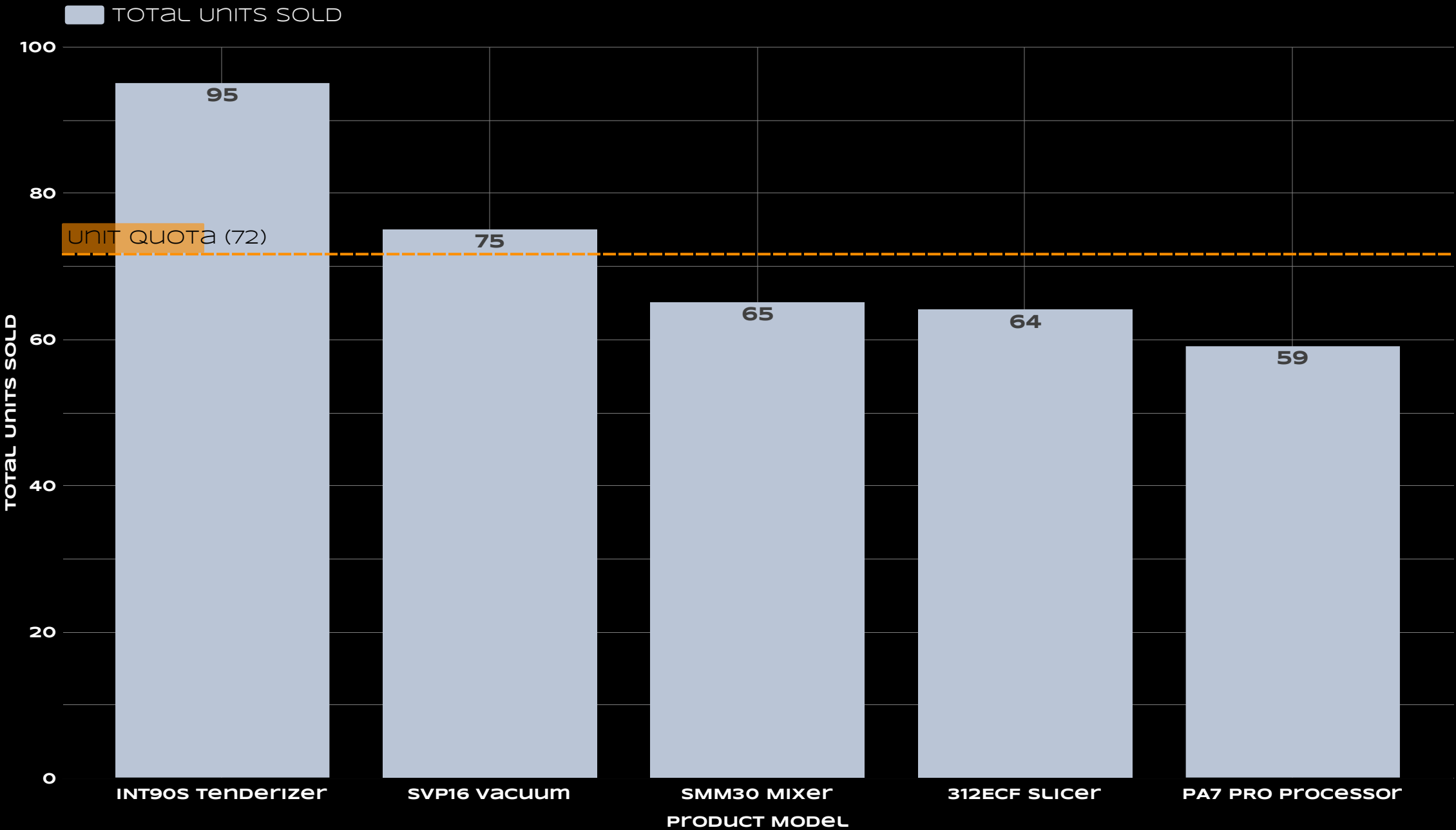
PRODUCT & INVENTORY ALIGNMENT

Are we moving the right products, and do we have the capacity to meet the 2026 catalog goals?

The **INT90S TENDERIZER** is the highest velocity item in the 2026 catalog, currently at **95%** of unit capacity. We **must prioritize inventory restock for this model immediately to avoid Q1 lost-sales**, while investigating the **65% stagnation of the SMM30 MIXER**.

PRODUCT VELOCITY VS. TARGET CAPACITY

Legend: TOTAL UNITS SOLD

Y-axis: TOTAL UNITS SOLD (0, 20, 40, 60, 80, 100)

Unit Quota (72)

- INT90S Tenderizer: 95
- SVP16 Vacuum: 75
- SMM30 Mixer: 65
- 312ECF Slicer: 64
- PA7 Pro Processor: 59

X-axis: PRODUCT MODEL

TACTICAL INTERVENTION & ACCOUNTABILITY

EXACTLY WHO NEEDS A PHONE CALL FROM THE MIAMI OFFICE TODAY?

Bill McCoy Associates represents the highest priority for intervention, holding the largest revenue gap (**$34.1k**) and the most critical statistical deviation (**Z-Score -1.46**) for the SVP16 Vacuum line. Their 'Low Conversion' status suggests that a technical deep-dive on vacuum packaging features is required to close these open deals.

CRITICAL INTERVENTION TABLE (ACTION LIST)

	SALES REP GROUP	PRODUCT MODEL	STRATEGIC STATUS	REVENUE RISK ⌄	ATTAINMENT %	Z-SCORE
1.	BILL MCCOY ASSOCIATES	SVP16 VACUUM	ACTION: LOW CONVERSION	$34,100	52.17%	-1.46
2.	HYBRID MARKETING	SVP16 VACUUM	ACTION: LOW CONVERSION	$31,000	52.38%	-1.45
3.	PRIME CULINARY	SMM30 MIXER	ON TRACK	$29,400	61.11%	-0.96
4.	DMM ENTERPRISES	SVP16 VACUUM	ON TRACK	$18,600	76.00%	-0.13
5.	PRIME CULINARY	SVP16 VACUUM	ACTION: LOW CONVERSION	$18,600	53.85%	-1.37
6.	DMM ENTERPRISES	INT90S TENDERIZER	ON TRACK	$17,100	72.73%	-0.31
7.	HYBRID MARKETING	SMM30 MIXER	ON TRACK	$16,800	66.67%	-0.65
8.	DIETTRICH SALES	PA7 PRO PROCESSOR	CRITICAL: LOW PIPELINE	$16,200	52.63%	-1.43
9.	PRIME CULINARY	INT90S TENDERIZER	ON TRACK	$14,250	73.68%	-0.26
10.	HYBRID MARKETING	312ECF SLICER	ON TRACK	$11,600	72.41%	-0.33
11.	HYBRID MARKETING	INT90S TENDERIZER	ON TRACK	$11,400	60.00%	-1.02
12.	DMM ENTERPRISES	SMM30 MIXER	ON TRACK	$8,400	91.30%	0.73
13.	DIETTRICH SALES	SMM30 MIXER	ON TRACK	$8,400	88.24%	0.56
14.	BILL MCCOY ASSOCIATES	312ECF SLICER	ON TRACK	$5,800	66.67%	-0.65
15.	DMM ENTERPRISES	312ECF SLICER	ON TRACK	$5,800	60.00%	-1.02
16.	PRIME CULINARY	PA7 PRO PROCESSOR	ON TRACK	$5,400	76.92%	-0.08
17.	BILL MCCOY ASSOCIATES	SMM30 MIXER	ON TRACK	$4,200	90.91%	0.71
18.	DIETTRICH SALES	312ECF SLICER	ON TRACK	$2,900	89.47%	0.63
19.	DIETTRICH SALES	INT90S TENDERIZER	ON TRACK	$2,850	96.55%	1.02
20.	BILL MCCOY ASSOCIATES	PA7 PRO PROCESSOR	ON TRACK	$1,800	90.00%	0.65

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