



Salesforce Pipeline Risk Detection

Open Opportunities
2,089

Overdue Opportunities
5,119

Revenue at Risk
\$5,672,609.00

Avg Days Open
77

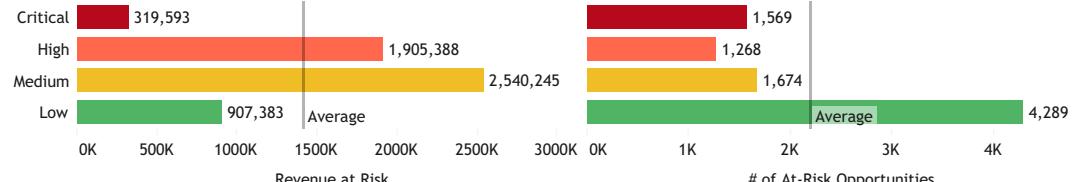
Overdue Severity
■ Critical
■ High
■ Medium
■ Low

Revenue at Risk
● \$681.00
● \$100,000.00
● \$200,000.00
● \$295,879.00

Pipeline Revenue at Risk

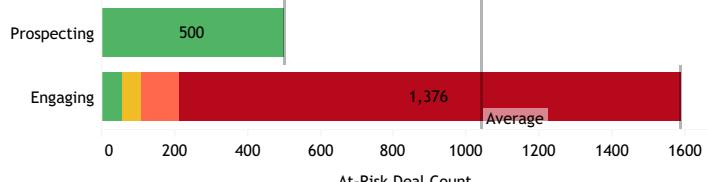


Overdue Seve..



Risk Drivers Breakdown!!

Deal Stage



High Risk Deals Actions List

Opportunit..	Account (Clean)	Sales Agent (Clean)	Deal Stage ..	Days Open	Pipeline Deal Value
HAXMC4IX	Unknown Account	James Ascencio	Engaging	423	3,393
UP409DSB	Ganjaflex	Maureen Marcano	Engaging	416	3,393
EG7OFLFR	Unknown Account	Kami Bicknell	Engaging	412	550
OLVI7L8M	Unknown Account	Cassey Cress	Engaging	410	
F5U1ACDD	Unknown Account	Kami Bicknell	Engaging	407	1,096
0DRC1U9Q	Green-Plus	Maureen Marcano	Engaging	406	550
ZZY4516R	Unknown Account	Hayden Neloms	Engaging	406	3,393
GYB4W2AU	Unknown Account	Elease Gluck	Engaging	403	3,393
M7I509YU	Cheers	Corliss Cosme	Engaging	403	550

Sales Agent Efficiency Matrix

