# CB Hardware Regional Sales Report By Close Value

## May 2024

### Total Regional Sales By Close Value
**10,005,534**
May 2024

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**Central**
**2,251,930**
**Top Selling Office**
May 2024

**Highest Close Value Salesperson**
**Darcel Schlecht**
**1,153,214**
**Annual Sales**

**Lowest Close Value Salesperson**
**Violet Mclelland**
**123,431**
**Annual Sales**

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### Top 5 Regional Sellers

| | | |
|---|---|---|
| Darcel Schlecht Central | Vicki Laflamme West | Donn Cantrell East |
| | Cassey Cress East | Kary Hendrixson West |

Darcel Schlecht is the best regional sales person in the whole company, closing over $380,000+ worth of sales in Close Value. She has impressively topped two of the best sellers from both the West and East region stores.

Darcel is a primary candidate for sales observation. CB Hardware wants to study her methods and how she's able to execute her sales process.
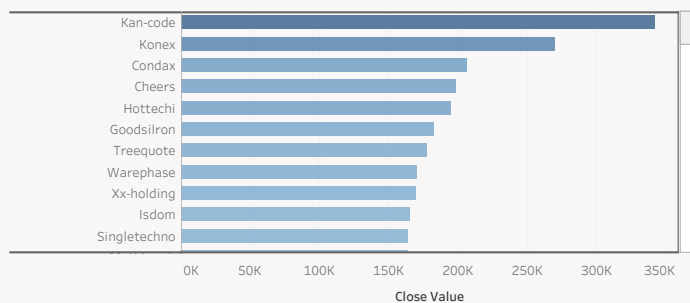
### Bottom 5 Regional Sellers

| | | | |
|---|---|---|---|
| Lajuana Vencill Central | Versie Hillebrand Central | Niesha Huffines Central | Wilburn Farren East |
| | | | Violet Mclelland East |

Violet Mclelland has the worst Close Value numbers by Region and is dead last in the whole company at $98,247. These are the worst numbers that she has put up in the 5 years she's been with the company. However, her average Close Value number is riding at $118,839 which means she's been stuck at the bottom half in the sales rankings.
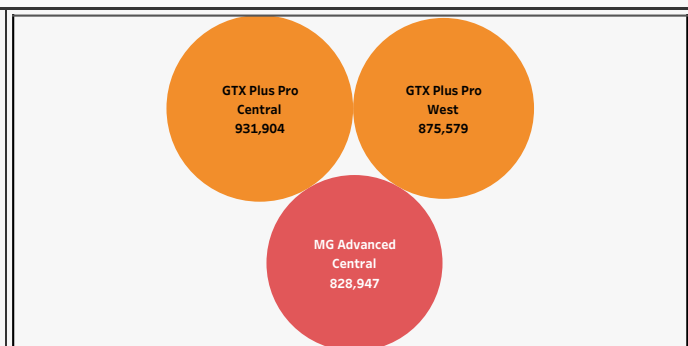
CB Hardware plans to build a training model that will be able to model after what Darcel and other top sellers have been able to accomplisha and help Violet Mclelland as well as low performing sales reps raise their numbers to higher levels.

## Sales Accounts  By Agent  All



This is a list of B2B custoemers that CB Hardware has completed sales with in the month of May 2024. The drop menu shows a list of agents and the amount of customers they have done business with. These sales numbers are based on Close Value metrics.

## Top Performing Products

| GTX Plus Pro Central 931,904 | GTX Plus Pro West 875,579 |
|---|---|
| MG Advanced Central 828,947 | |

These two products are the most sold packages in the company. These represent mid tier products.

## Top Performing Regional Managers



Melvin Marxen
Summer Sewald
Rocco Neubert

These three are the top performing sales team managers in the company. These will be the three CB Hardware will model their updated trainings around based on the data that they've gathered from their sales activities during the month of May.