

B2B sales pipeline

(CRM Sales Opportunities)



CONTENT OF ANALYSIS

- Total Revenue
- Average Revenue
- Total Employee
- Total sales Agent
- Engage Year By Product
- Close Year By Product
- Map On Accounts And Office Region
- Map On sales Agent And Regional Office
- Map on Office Location
- Close Value By Product
- Product By Regional Office
- Engage Year By Deal Stage
- Close Year By Deal Stage
- Deal Stage By Manager
- Engage Year By Manager
- Close Year By Manager

B2B sales pipeline (CRM Sales Opportunities)

Total Revenue

170K

Average Revenue

1995

Total Employees

85

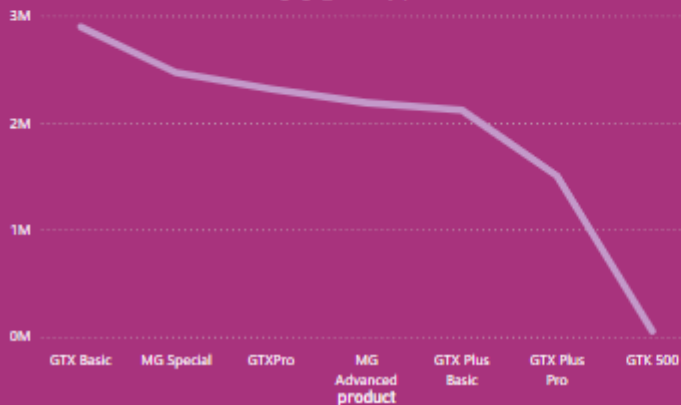
Total sales agent

6711

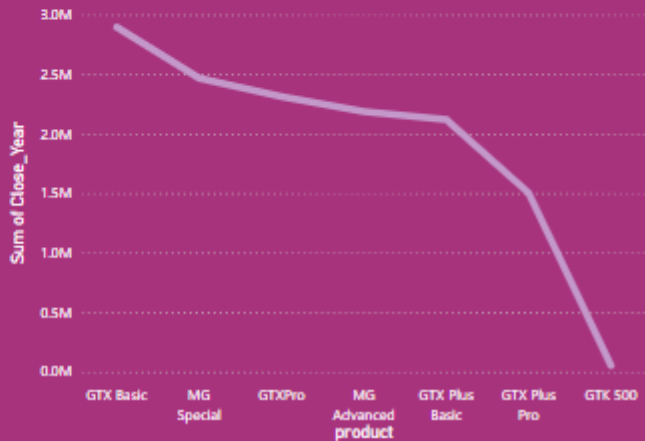
Engage month and close month

- ☒ April
- ☒ August
- ☒ Decem...

Sum of Engage_Year by product



Sum of Close_Year by product



account and regional_office

regional_office ● Central ● East ● West



sales_agent and regional_office

regional_office ● Central ● East ● West



Region



Central

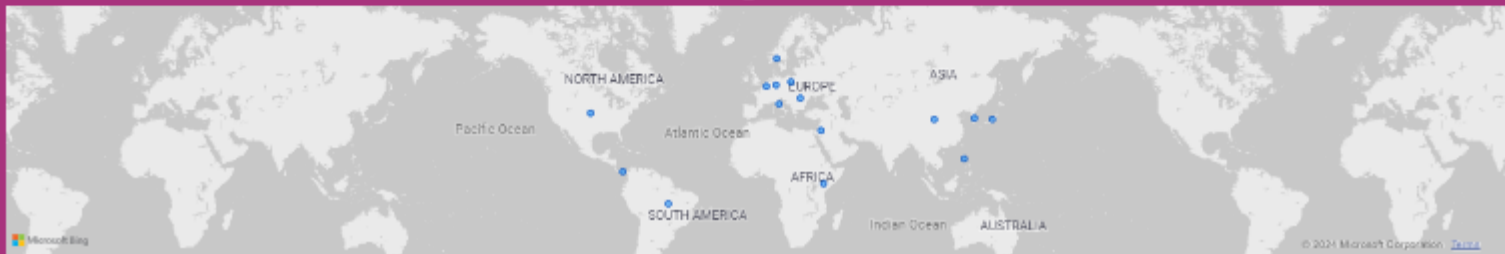


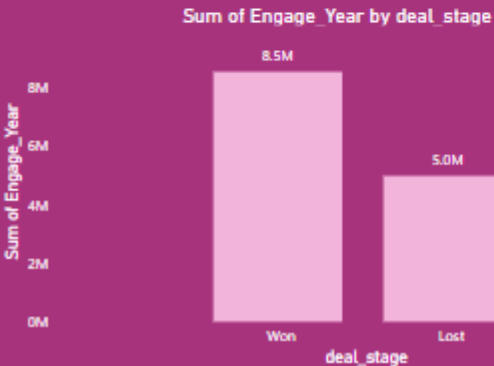
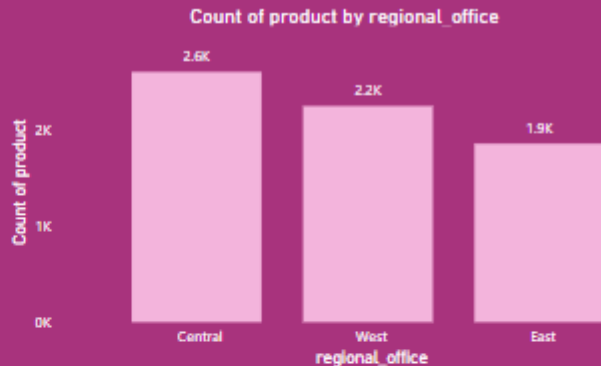
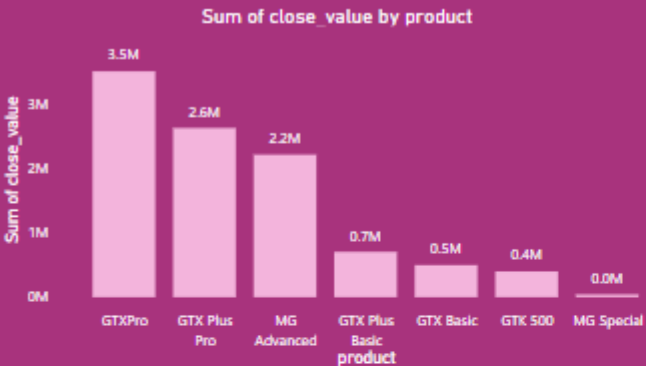
East



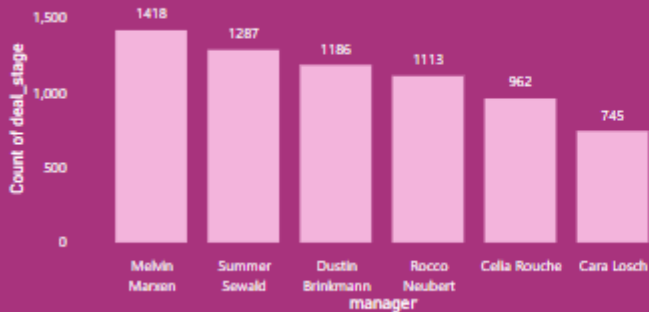
West

office_location

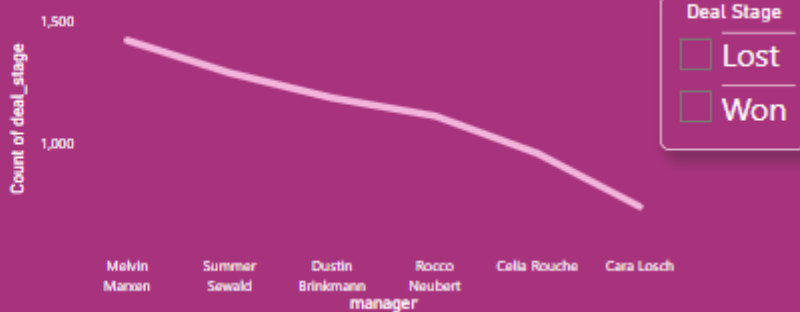




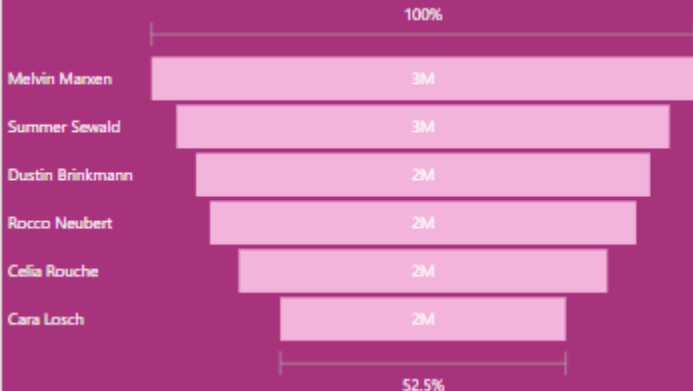
Count of deal_stage by manager



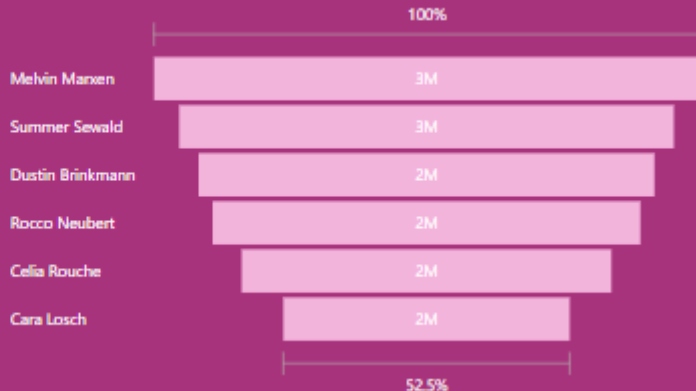
Count of deal_stage by manager



Sum of Engage_Year by manager



Sum of Close_Year by manager



CONCLUSION

CRM Sales Opportunities

B2B sales pipeline data from a fictitious company that sells computer hardware, including information on accounts, products, sales teams, and sales opportunities.

Analysis How is each sales team performing compared to the rest

How many sales agents and managers Are lagging behind

It also identifies yearly and monthly trends

It shows products that have better win rates and those that have losses.