# 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)
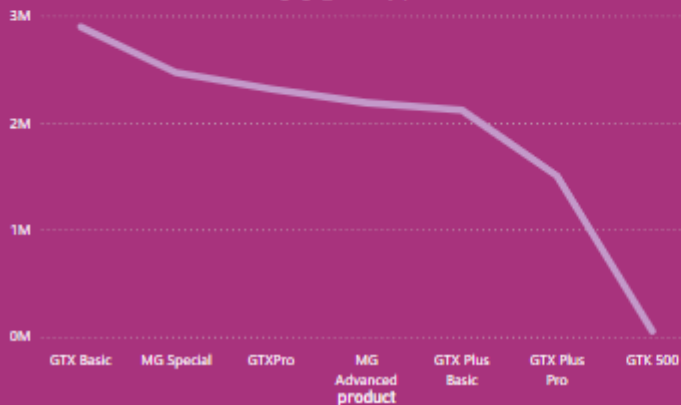
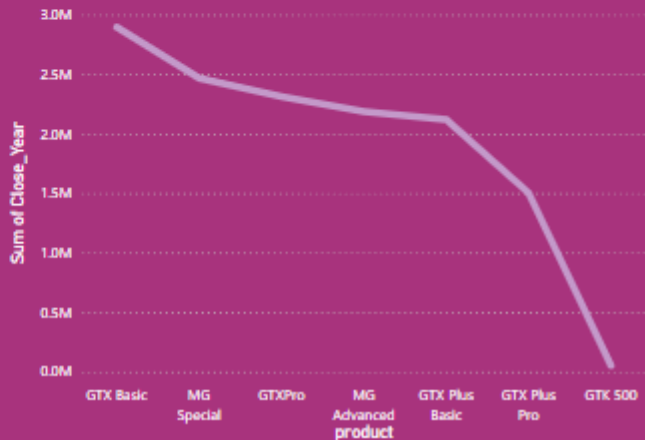| Total Revenue | Average Revenue | Total Employees | Total sales agent | Engage month and close month |
|---|---|---|---|---|
| 170K | 1995 | 85 | 6711 | April / August / Decem... |

## 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



## office_location
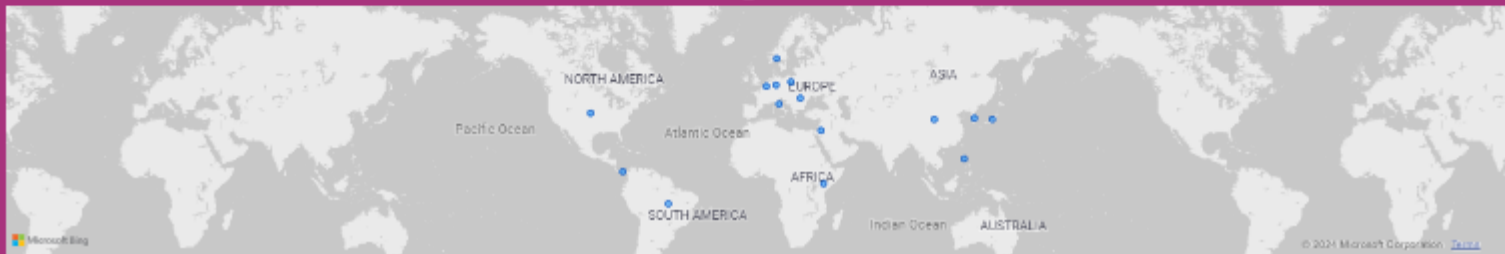


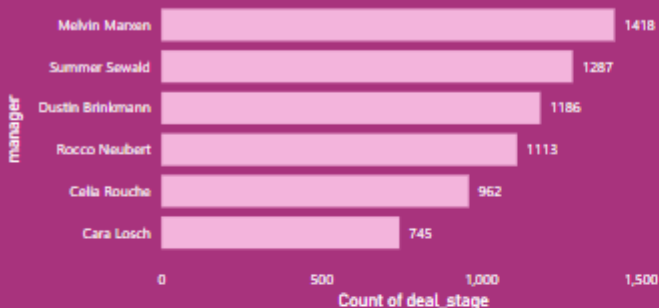**Region**

- [ ] Central
- [ ] East

## Sum of close_value by product

| product | Sum of close_value |
|---------|-------------------|
| GTXPro | 3.5M |
| GTX Plus Pro | 2.6M |
| MG Advanced | 2.2M |
| GTX Plus Basic | 0.7M |
| GTX Basic | 0.5M |
| GTK 500 | 0.4M |
| MG Special | 0.0M |

## Count of product by regional_office

| regional_office | Count of product |
|-----------------|------------------|
| Central | 2.6K |
| West | 2.2K |
| East | 1.9K |

## Sum of Engage_Year by deal_stage

| deal_stage | Sum of Engage_Year |
|------------|-------------------|
| Won | 8.5M |
| Lost | 5.0M |

## Sum of Close_Year by deal_stage

| deal_stage | Sum of Close_Year |
|------------|-------------------|
| Won | 8.5M |
| Lost | 5.0M |

## Count of deal_stage by manager

| manager | Count of deal_stage |
|---|---|
| Melvin Manxen | 1418 |
| Summer Sewald | 1287 |
| Dustin Brinkmann | 1186 |
| Rocco Neubert | 1113 |
| Celia Rouche | 962 |
| Cara Losch | 745 |

## Account and sector Revenue

| account | revenue | sector |
|---|---|---|
| Acme Corporation | 1,100.04 | technolgy |
| Betasoloin | 251.41 | medical |
| Betatech | 647.18 | medical |
| Bioholding | 587.34 | medical |
| Bioplex | 326.82 | medical |

## Sum of Engage_Year by manager

| manager | Sum of Engage_Year |
|---|---|
| Melvin Manxen | 2.9M |
| Summer Sewald | 2.6M |
| Dustin Brinkmann | 2.4M |
| Rocco Neubert | 2.2M |
| Celia Rouche | 1.9M |
| Cara Losch | 1.5M |

## Sum of Close_Year by manager

| manager | Sum of Close_Year |
|---|---|
| Melvin Manxen | 2.9M |
| Summer Sewald | 2.6M |
| Dustin Brinkmann | 2.4M |
| Rocco Neubert | 2.2M |
| Celia Rouche | 1.9M |
| Cara Losch | 1.5M |

**Deal Stage**

☐ Lost
☐ Won

# 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.