SAYS

- Descriptive analytics entails tracking historical sales data revenue, number of users.
- You can make comparisons and better understand what's currently happening.

DOES

- Global Sales analytics involves assessing all the data and recommending the best plan of action.
- Sales analytics is used in identifying, modeling, understanding and predicting sales trends and outcomes while aiding sales management in understanding where salespeople can improve.

A GESTURE TOOL FOR GLOBAL SALES DATA ANALYTICS

THINKS

- What to examine and drill down into the data to determine exactly why something occurred
- It should help you clearly understand your team's performance, sales trends, and opportunities

FEELS

- Global Sales analytics is taking what you've learned about past sales and using it to gauge patterns and trends.
- Allows you to make educated predictions.