

Title: Sales Report Tracker

Week: 12th - 16th Oct (Oct 2020)

RANK

1 - Initial Interest
2 - Qualification
3 - Proposal sent
4 - POC
5 - Negotiation
6 - Contract
7 - Closed - Won
8 - Implementation
9 - Execution

SELECT ACCOUNT

Type to search

FCMB
Union Bank
FBN
Stanbic AD
Fidelity
Wema
Sterling Bank
Sunlight
Polaris
Nova Merchant
Unity
FCMB Agency
FCMB

Expected Rev 84.0M

Realized Rev 4.0M

September 2020

Data Set Configuration Error

Looker Studio cannot connect to your data set.

See details

For More Information on each chart, Hover across the Help' icon (?)

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NUMBER OF PROPOSALS SENT

3

NUMBER OF PRESENTATIONS DONE

2

NUMBER OF DEMOS

1

Increase in Hindering Factors Over the week

Wema
GTB
FBN
Stanbic AD
Stanbic
Sunlight
Access Bank
Nova Merchant
Polaris
Unity
FCMB Agency
FCMB

CONTRIBUTING

71.4%
7.1%
17.9%

%VERTICALS FOR THE WEEK

57.1%
7.1%
25%

Sales stage this week & Last Week vs Hindering Factor

Execution Implementation Closed-Lost Negotiation POC Proposal sent

Hindering factor Counter

Sales Stage Rank This Week

Sales Stage Last Week

Sales Stage This Week

Avg. Client Response Time

Looker Studio cannot connect to your data set.

See details

Sales stage this week to the Avg client response time

Sunlight
Kerrygold
Polaris
FCMB
Wema
FBN
Daraju Industry
Fidelity
GTB
Sterling Bank
Max Delivery
MOAF Consulting
Rite Foods
Xpress payments

72hrs
null
48hrs
less than 4hrs
2hrs
6hrs
24hrs
12hrs
less than 12hrs

CA - Customer Acquisition
AD - App Downloads
ATU - Auto-Topup
RE - Reward Engine
CS - Credit Scoring

LEGEND

For More Information on each chart, Hover across the Help' icon (?)

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Pivot Chart Break Down of Each Prospective Account

PROSPECTI... DEAL STAG... DEAL STAG... AVG CUSTOM...

Sales Stage Rank This Week

Sales Stage Rank Last Week

Sales Stage this Week vs Sales Stage Last Week

Sales Stage Rank This Week

Sales Stage Rank Last Week

DETAILED COMMENT (CONTRIBUTING FACTORS) ON EACH ACCOUNT

PROSPECTIVE CUSTOMERS

Stanbic No data

GTB Upper level support

FBN No data

FCMB possible intergration between other teams in FCMB

Use drop-down Filter to select specific or Multiple Account

If Comment is "No-Data", then no insights were gathered for that Account

DETAILED COMMENT (HINDERING FACTORS) ON EACH ACCOUNT

PROSPECTIVE CUSTOMERS

GTB Client reviewing campaign performance over the period of 5 months before further approvals||| pausing activities

Union UBN internal tussel// client not responding

Sunlight protests affecting influencer posts

FCMB Tech

FCMB No data

Use drop-down Filter to select specific or Multiple Account

If Comment is "No-Data", then no insights were gathered for that Account

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