

Actual Sales vs. Sales Target

2022

2023

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Customer Segment

All

Product Name

All

Sales Team

☐ Team Alpha

☐ Team Beta

☐ Team Gamma

2.67M

_Sales Amount

2.70M

_Sales Target

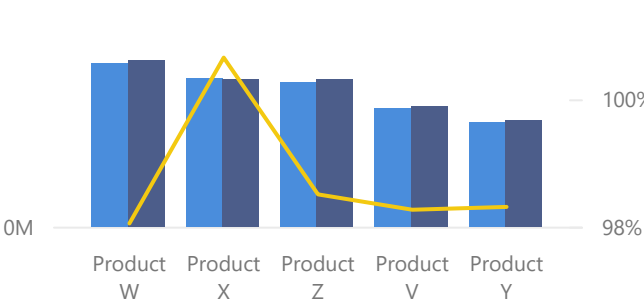
98.79%

_Sales Target Achieved (%)

Sum of Sales Amount, Sum of Sales Target and _Sales Target Ac...

● Sum of Sales Amount ● Sum of Sales Target ● _Sales Target Ac...

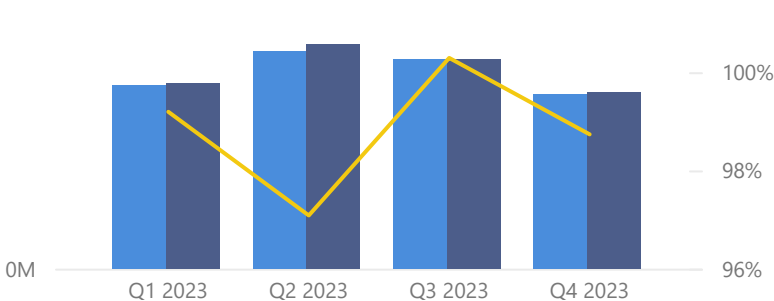
1M 102%



Sum of Sales Amount, Sum of Sales Target and _Sales Target Achieved (...)

● Sum of Sales Amount ● Sum of Sales Target ● _Sales Target Achieved (%)

1M 102%



Quarter Name	Q1 2023			Q2 2023			Q3 2023			Q4 2023		
Region	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
East	106.20%	103.91%	100.58%	99.09%	98.55%	96.27%	102.17%	99.06%	92.89%	96.85%	94.31%	102.32%
Team Alpha	174.17%	96.71%	95.14%	99.19%	101.37%	85.06%	97.34%	118.15%	93.72%	106.90%	96.70%	
Team Beta	116.53%	108.80%	105.02%	106.51%	97.91%	102.27%	104.84%	94.80%	97.22%	101.21%	95.86%	101.23%
Team Gamma	99.29%	103.81%	109.42%	96.00%	98.75%	94.91%	102.36%	95.46%	80.04%	89.49%	106.01%	104.69%
North	96.75%	98.66%	98.33%	96.92%	97.06%	94.67%	106.18%	101.07%	100.46%	94.19%	94.00%	101.38%
Team Alpha	98.31%	100.86%	101.71%	98.58%	99.67%	106.40%	109.28%	103.54%	94.83%	93.60%	93.42%	99.96%
Team Beta	93.89%	87.73%	90.75%	93.29%	98.03%	91.68%	100.41%	102.54%	103.75%	99.57%	92.75%	104.85%
Team Gamma	97.32%	94.96%		96.44%		93.04%	105.84%	98.03%	98.59%	85.25%	94.93%	
South	95.60%	99.03%	99.74%	91.55%	89.32%	101.42%	104.47%	99.87%	98.39%	109.44%	97.70%	95.97%
Team Alpha	89.71%	88.22%	100.87%	97.78%	90.53%	102.71%	91.34%	99.04%	101.11%	108.99%		102.60%
Team Beta	98.30%	102.96%	96.89%	89.54%	105.97%	104.14%	106.48%	117.79%	89.92%	110.01%	95.05%	96.92%
Team Gamma	91.61%	100.43%	103.11%	97.12%	90.19%	100.39%	107.68%	97.84%	99.37%		100.92%	93.87%
West	95.68%	94.54%	98.02%	102.43%	93.02%	96.89%	102.63%	99.52%	107.69%	102.17%	96.73%	103.30%
Team Alpha	89.50%	98.21%	96.71%	94.26%	93.38%	89.49%	100.88%			101.29%	113.00%	102.76%
Team Beta			98.26%		99.43%	99.63%		114.07%	114.30%		97.50%	100.27%
Team Gamma	109.33%	94.05%		109.69%	93.94%	116.05%	107.58%	97.54%	102.63%	105.11%	95.84%	104.99%
Total	97.82%	100.20%	99.43%	98.11%	95.83%	97.01%	104.02%	99.81%	97.13%	99.15%	96.37%	100.48%