



# Sales Performance Overview

\$11.12bn

Total Revenue

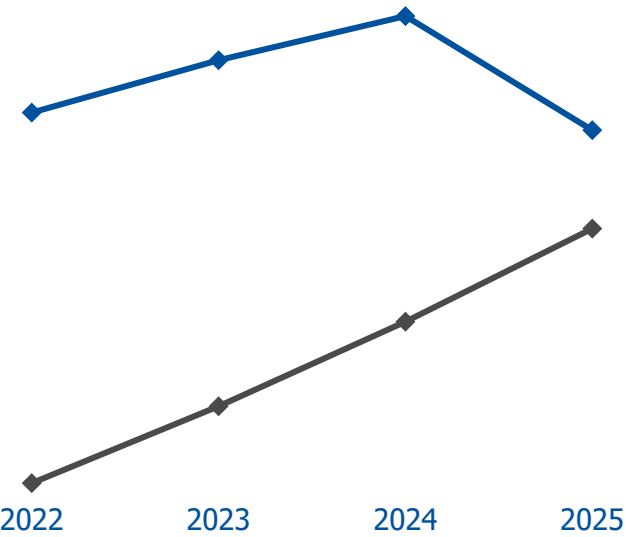
\$8.45bn

Total Target

213.60K

Total Transactions

Actual Revenue YTD vs Target YTD



Revenue MoM%



## Filters

### Year

All

### Quarter

All

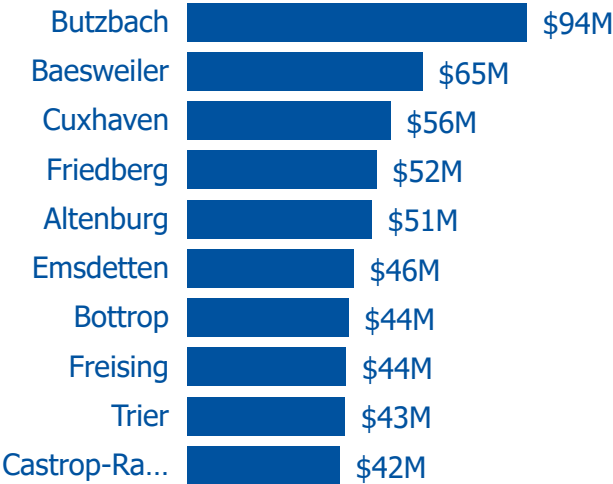
### Month

All

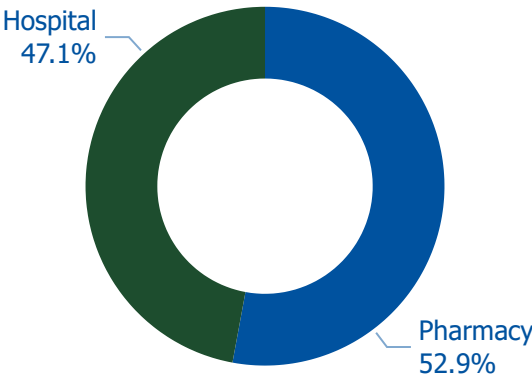
### Team

All

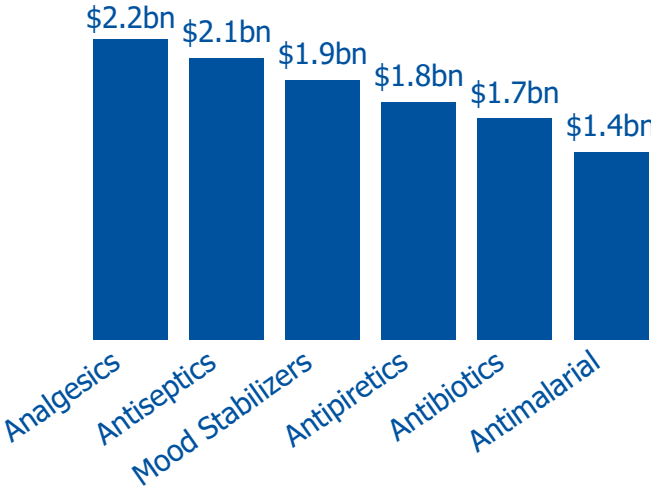
Revenue by Product Class



Revenue by Channel

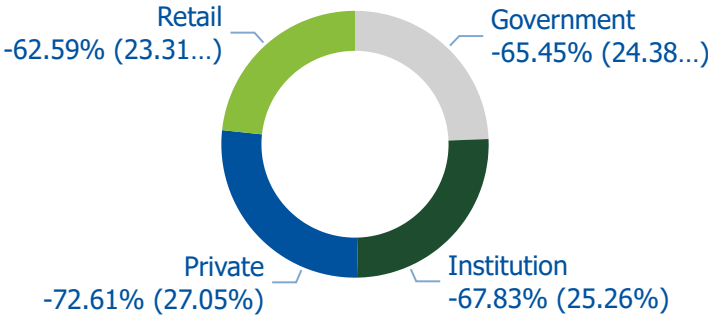


Revenue by Product Class



Year	Total Revenue	Total Revenue YTD	Total Revenue SPLY	Total Target YTD
2022	\$2,701,481,098	\$2,701,481,098		\$1,820,367,384
2023	\$2,826,017,453	\$2,826,017,453	\$2,701,481,098	\$2,003,159,268
2024	\$2,930,938,103	\$2,930,938,103	\$2,826,017,453	\$2,204,217,096
2025	\$2,659,672,415	\$2,659,672,415	\$2,930,938,103	\$2,425,582,776
Total	\$11,118,109,069	\$11,118,109,069	\$8,458,436,654	\$8,453,326,524

Target Revenue % by Sub-channel



At \$11,118,109,069 the Actual Revenue has exceeded the Target goal of \$8,453,326,545.

Butzbach had the highest Revenue (\$93,561,780) by Location and was 122.41% higher than Castrop-Rauxel, which had the lowest Revenue.

Analgesics accounted for 20.21% of Revenue thus making it the top performing product by class while Antimalarial is the least .

Actual Revenue YTD and Total Target YTD diverged the most in the Year was 2023, when Actual Revenue YTD were \$881,112,714 higher than Total Target YTD



# Marketing Performance Overview

\$11.12bn

Total Revenue

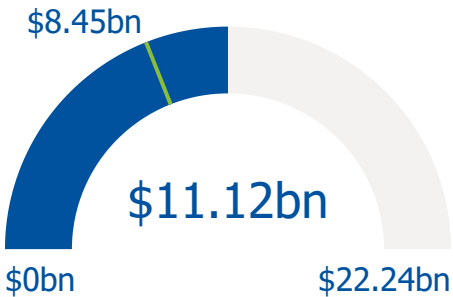
\$8.45bn

Total Target

213.60K

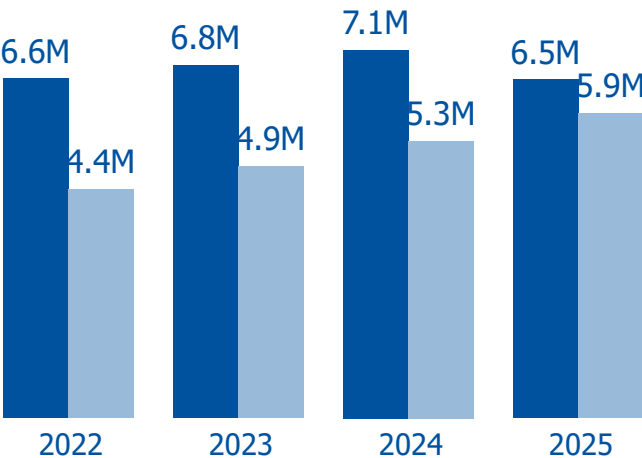
Total Transactions

## Revenue Achieved vs Target Revenue

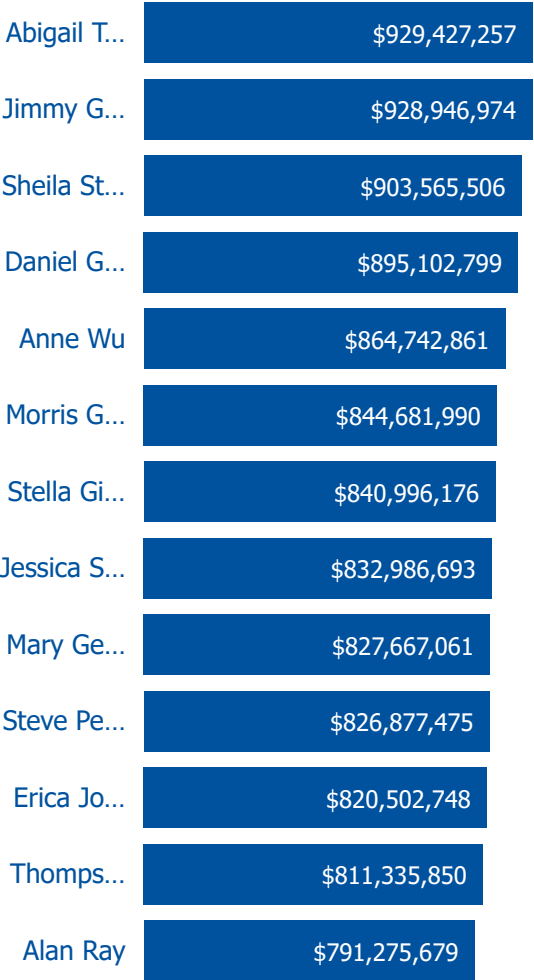


## Volume Achieved vs Volume Target

● Volume Achieved ● Volume Target



## Revenue by Sales Rep



## Filters

### Year

All

### Quarter

All

### Month

All

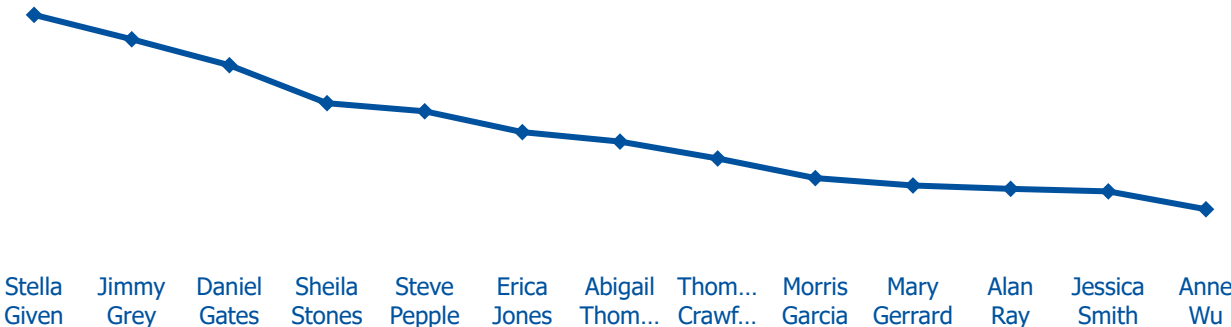
### Product Class

All

### Team

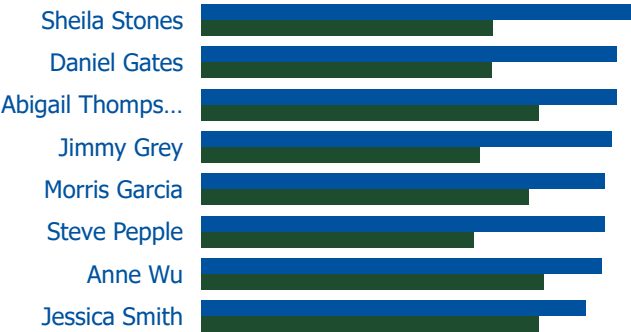
All

## Target Revenue Achievement % by Sales Rep

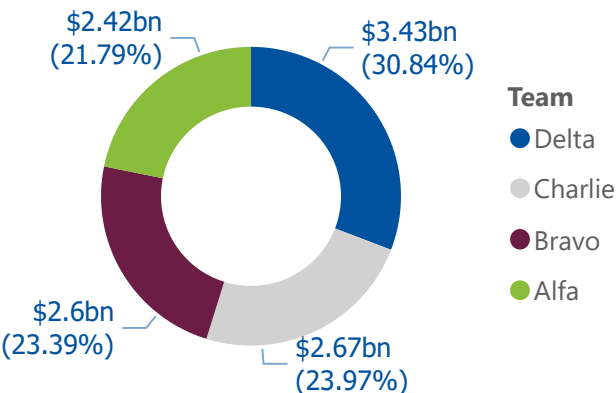


## Actual Volume and Target Volume by Sales Rep

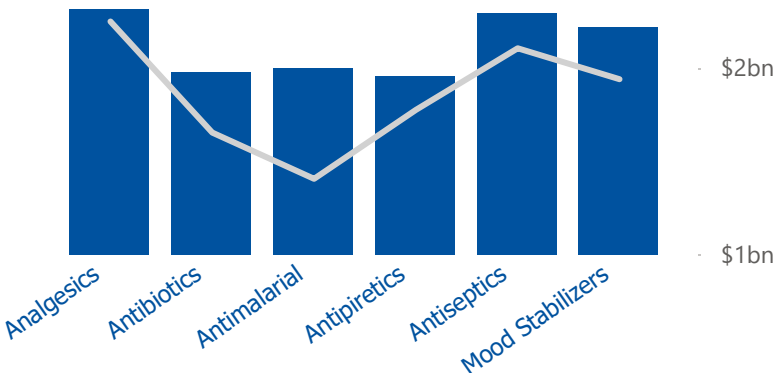
● Volume Achieved ● Volume Target



## Revenue by Sales Team



## Revenue and Volume Achievement by Product



**Abigail Thompson** is the top Sales Rep with a whopping revenue of \$929,427,257.

**Team Delta** is the most successful team generating 30.8% of the actual revenue. Across all 4 Team, Revenue ranged from \$2,423,114,277 to \$3,428,962,121.

Top Performing product is

Sales Rep	Actual Revenue	Total Target	Actual Volume	Target Volume	Target Revenue %
Abigail Thompson	\$929,427,257	\$712,012,896	2,179,360	1,772,592	30.54%
Alan Ray	\$791,275,679	\$675,502,896	1,928,082	1,559,796	17.14%
Anne Wu	\$864,742,861	\$776,594,688	2,100,608	1,799,076	11.35%
Daniel Gates	\$895,102,799	\$588,161,220	2,180,288	1,522,572	52.19%
Erica Jones	\$820,502,748	\$615,910,728	2,010,356	1,523,196	33.22%
Total	\$11,118,109,069	\$8,453,326,524	27,004,449	20,505,144	31.52%