

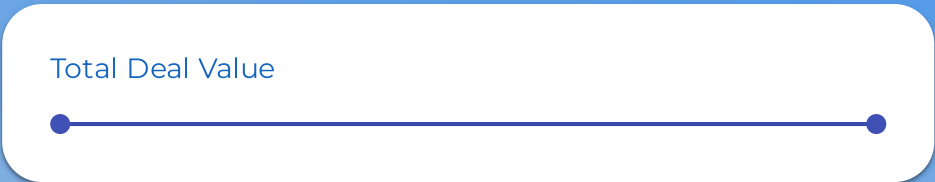


SALES LEADS REPORT. ALL LEADS

CreatedDate (Year ... ▾

Customer ▾

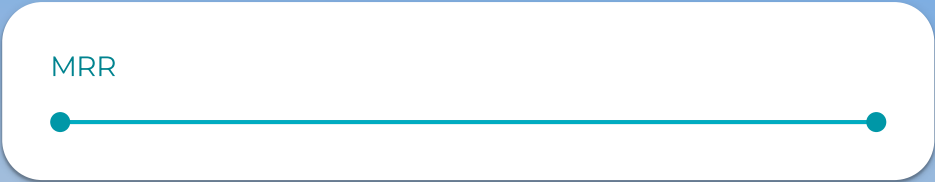
Lead Type ▾



ClosedWonDate (Ye... ▾

Sales Lead ▾

Stage ▾



	Created	Closed Won	Stage	Customer	Sales Lead	Lead Type	Status	MRR ▾	TotalDealValue
1.	Jan 2024		0-Lead		B	Products	Work in progre...	820,000	10,000,000
2.	Jul 2023		2-Tech Eval		B	Products	Work in progre...	600,000	18,000,000
3.	Jan 2024		2-Tech Eval		C	Products	Work in progre...	400,000	5,000,000
4.	Feb 2024		5-Closed Lost		Other Sales Lead	Services	Work in progre...	328,409.28	3,940,111.3
5.	May 2024		7-Recycle		B	Products	Work in progre...	280,000	3,000,000
6.	Jul 2023		7-Recycle		B	Products	Pending on cu...	230,000	2,500,012
7.	Aug 2023		5-Closed Lost		Other Sales Lead	Other Lead Types	Pending on cu...	215,280	2,593,320
8.	Nov 2023		5-Closed Lost		Other Sales Lead	Other Lead Types	On hold	165,000	1,516,000
9.	Jun 2024		5-Closed Lost		E	Other Lead Types		150,000	450,000
10.	Jun 2024		1-Qualify		F	Products		138,332	340,000
11.	Nov 2023		5-Closed Lost		D	Other Lead Types	Work in progre...	130,555	2,350,000
12.	Feb 2024		0-Lead		Other Sales Lead	Services	Work in progre...	120,319.36	1,443,843.12
13.	Jun 2024		3-Proposal		B	Other Lead Types		118,500	308,500
14.	Jan 2024		6-Closed Won		B	Other Lead Types	Work in progre...	116,800	196,800
15.	Jun 2024		2-Tech Eval		E	Products		106,500	1,278,000
16.	Jul 2023		5-Closed Lost		B	Products	Pending on cu...	101,500	120,060
17.	Jun 2024		3-Proposal		B	Products		100,000	1,200,000
18.	Feb 2024		7-Recycle		D	Products	Work in progre...	100,000	1,500,000
19.	Jan 2024		7-Recycle		D	Services	Work in progre...	100,000	1,200,000
2...	Aug 2023		7-Recycle		B	Products	Pending on cu...	100,000	1,200,000
21.	Apr 2024		6-Closed Won		B	Products	Work in progre...	100,000	1,200,000
2...	Aug 2023		0-Lead		Other Sales Lead	Other Lead Types	On hold	100,000	1,400,000
2...	Sept 2023		5-Closed Lost		Other Sales Lead	Other Lead Types	Pending on cu...	92,000	320,000
2...	Jul 2024		1-Qualify		Other Sales Lead	Products		75,830	910,000
2...	Jun 2024		2-Tech Eval		C	Other Lead Types		60,500	485,900
2...	Oct 2023		4-Implementation		D	Other Lead Types	Work in progre...	60,000	170,000
27.	Nov 2023		5-Closed Lost		Other Sales Lead	Other Lead Types	Work in progre...	56,011	354,140
Grand total								8,104,507.43	92,050,336.11



SALES LEADS REPORT. ACTIVE LEADS

Total Leads

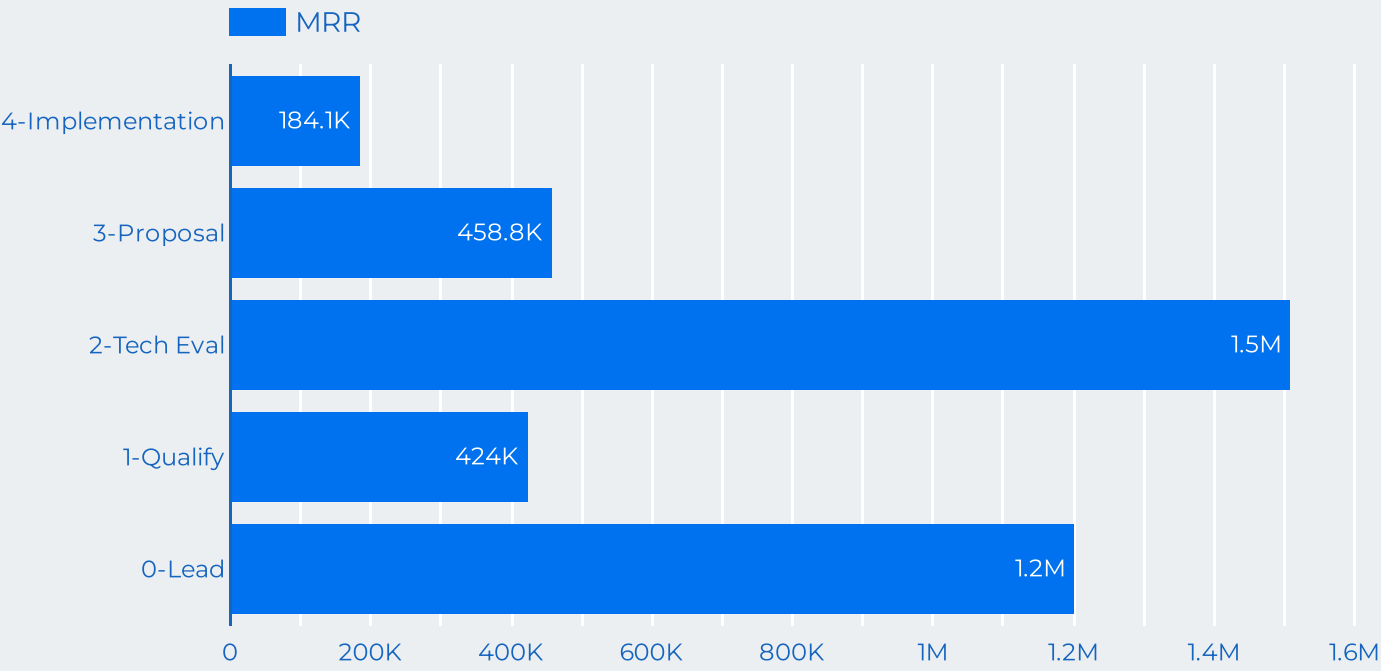
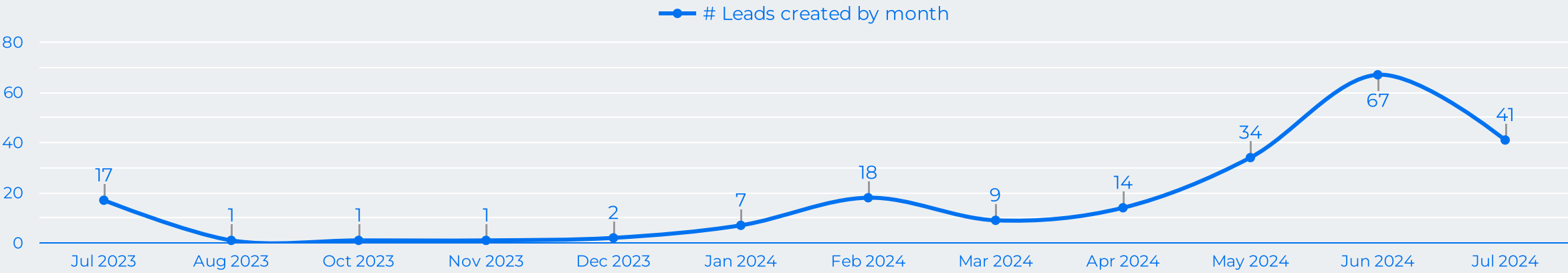
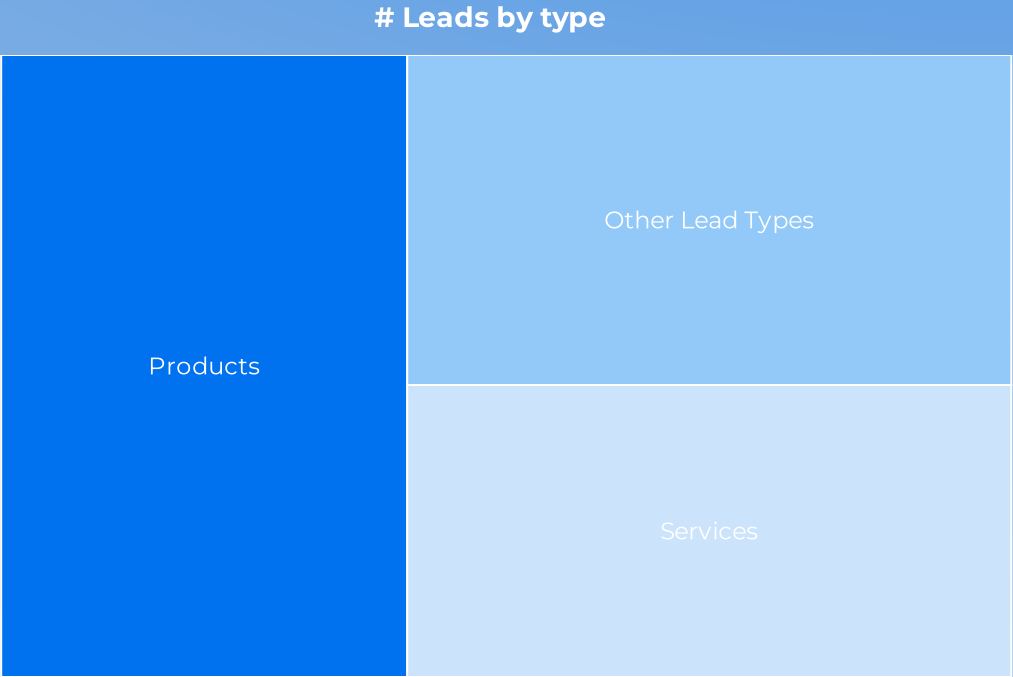
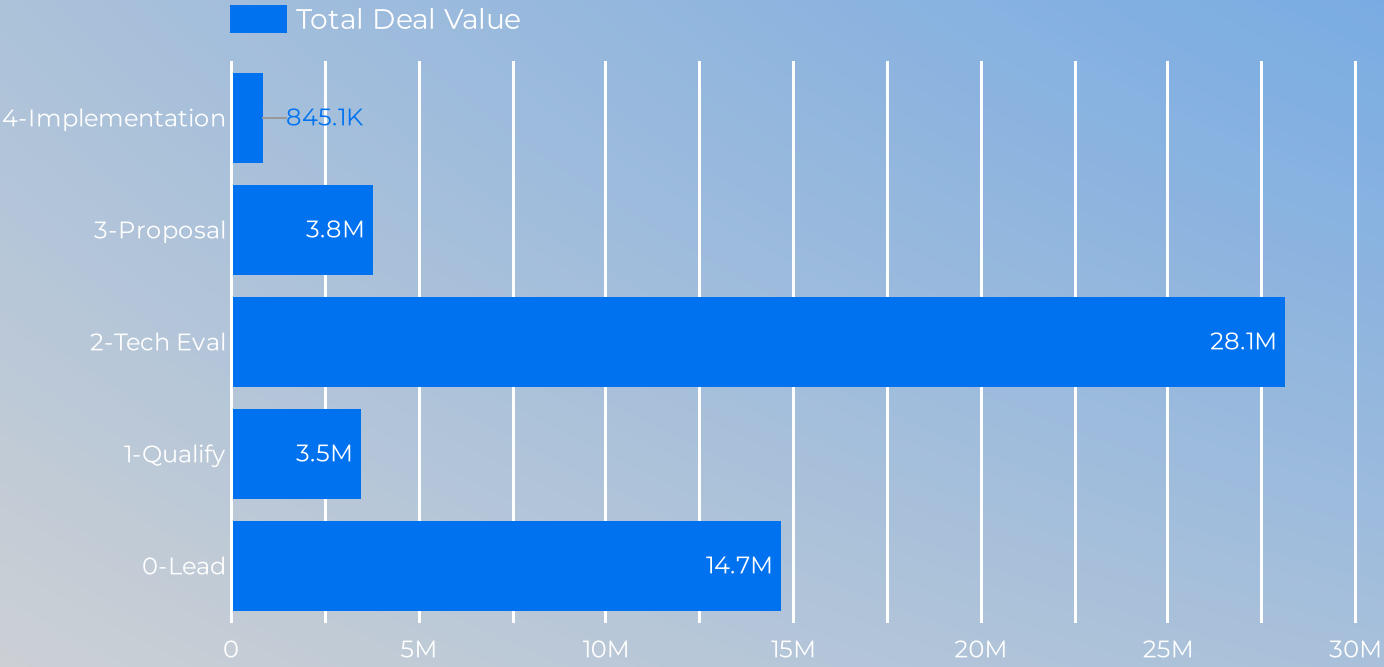
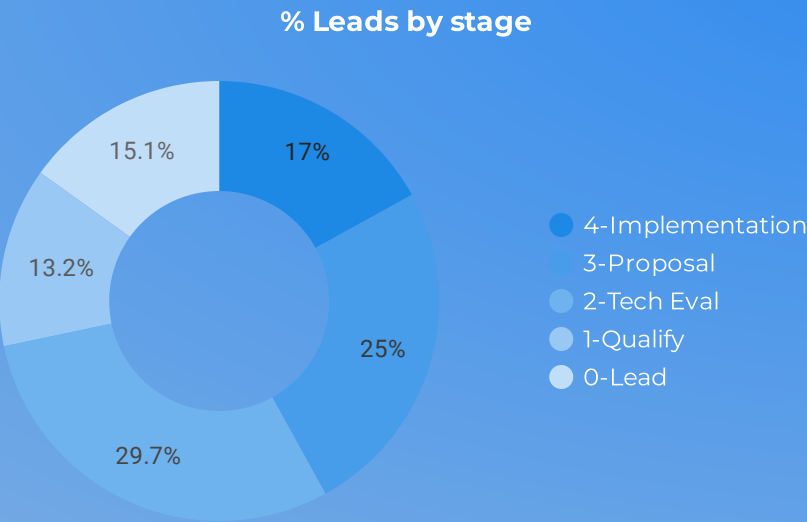
212

Total Deals Value

50.9M

MRR

3.8M



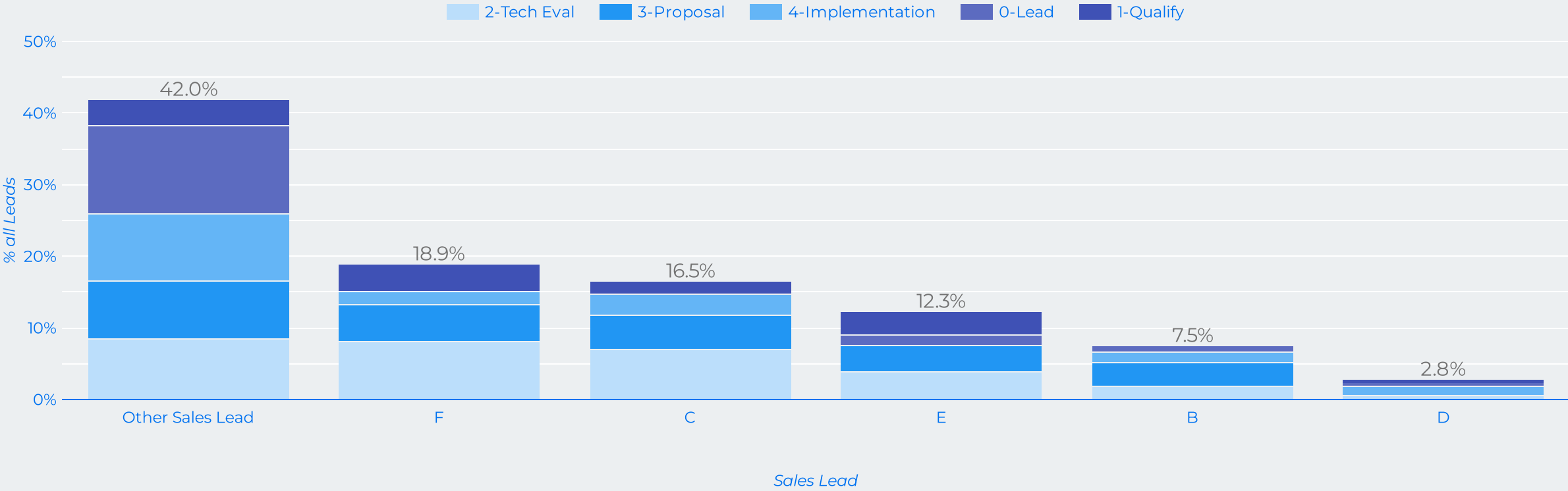
Select date range

Status

Priority

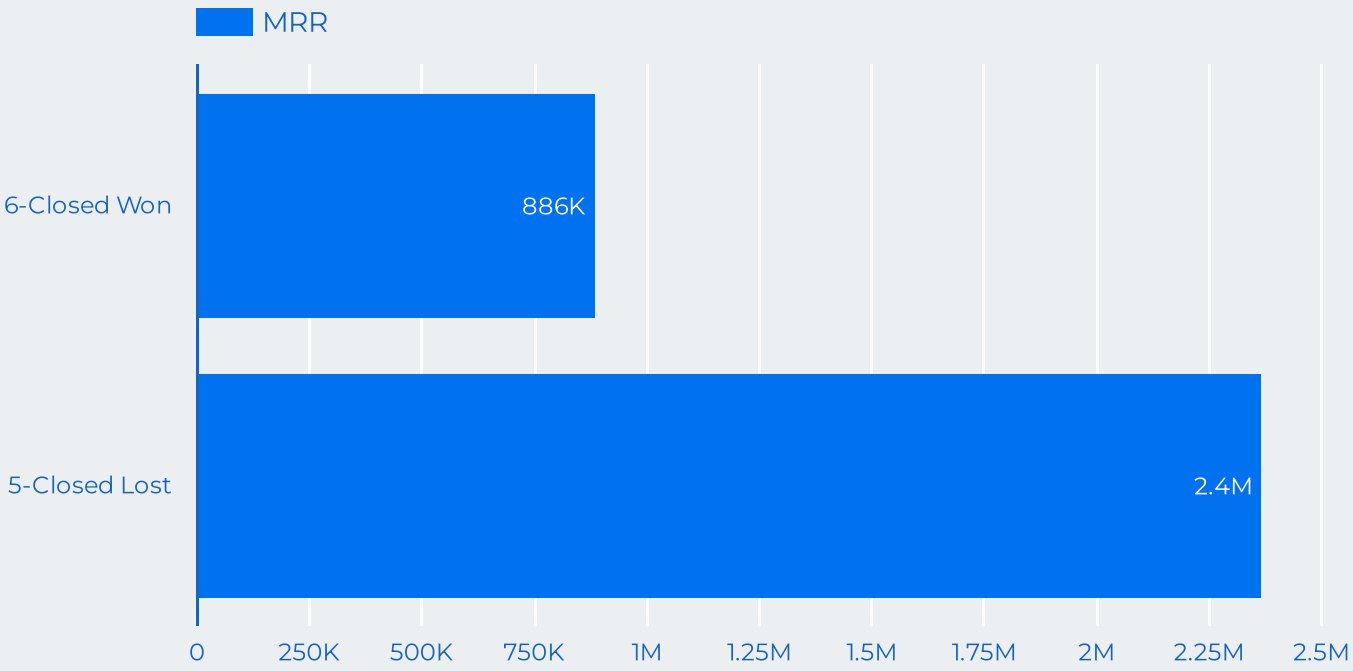
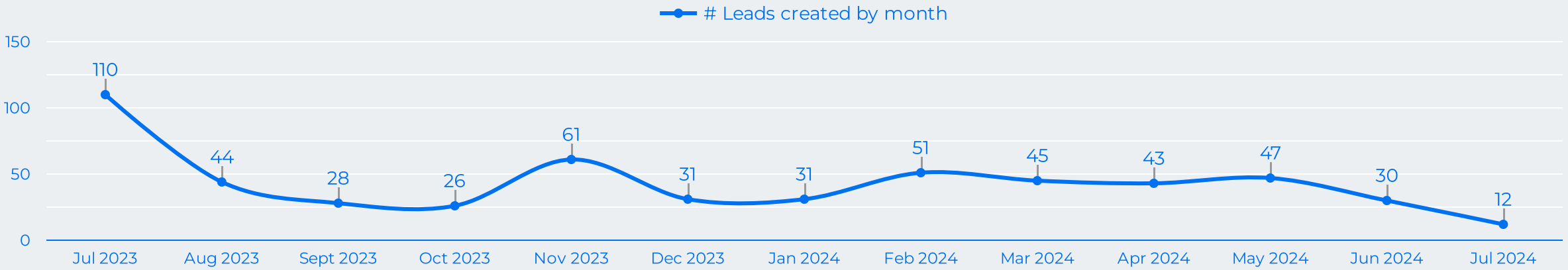
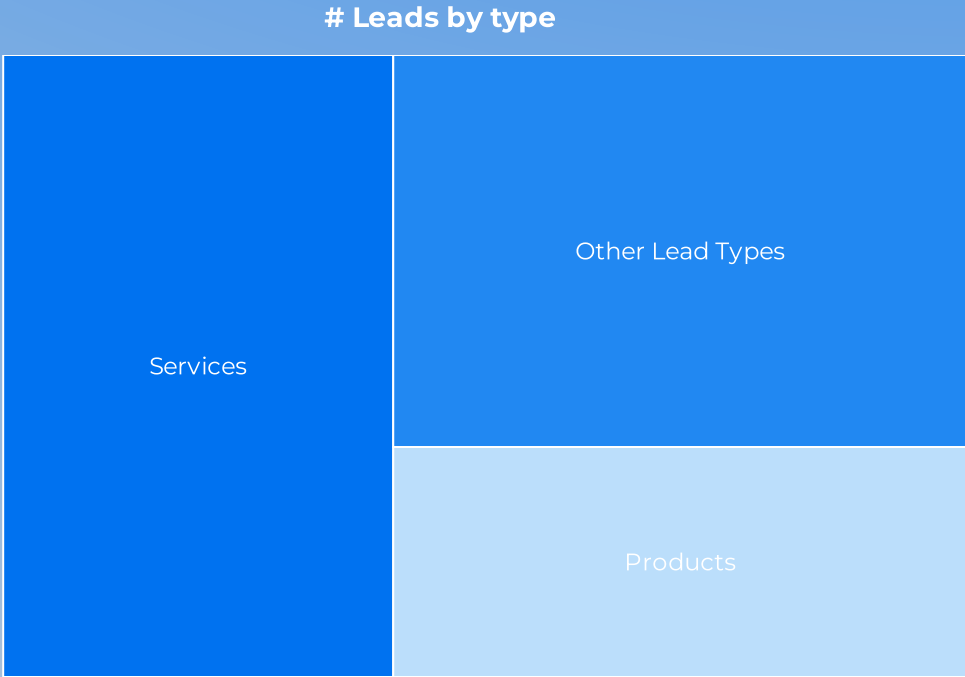
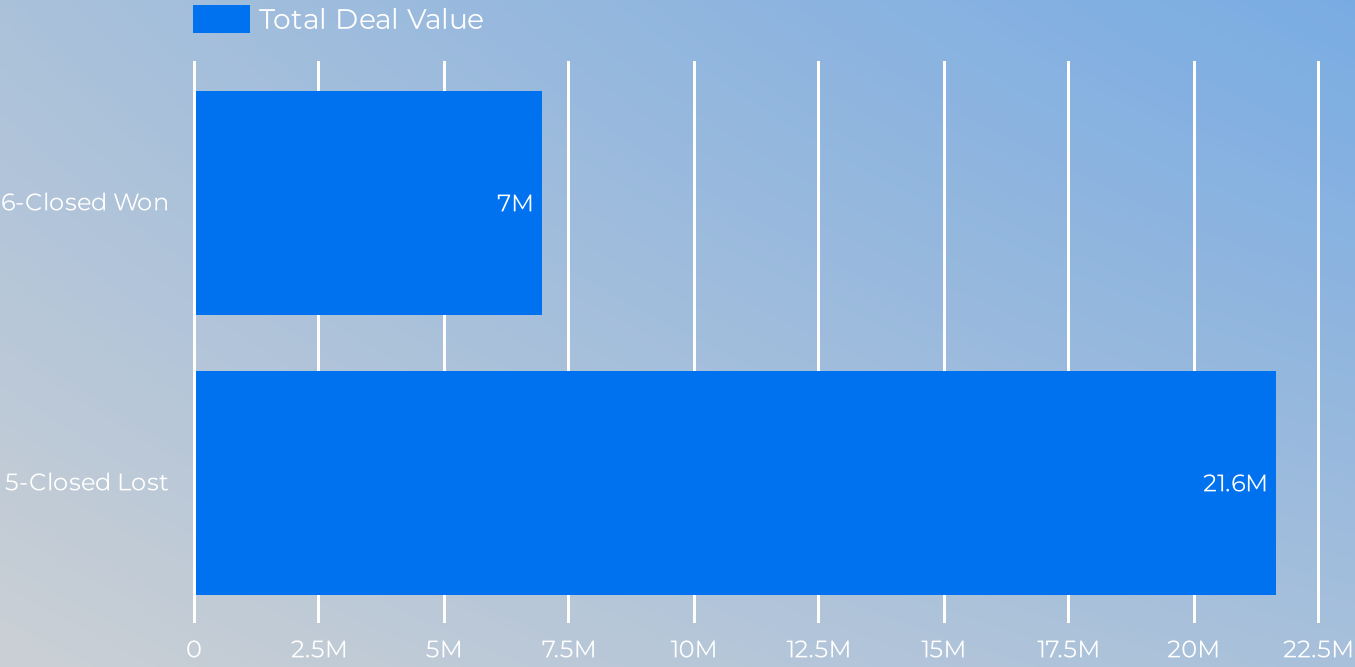
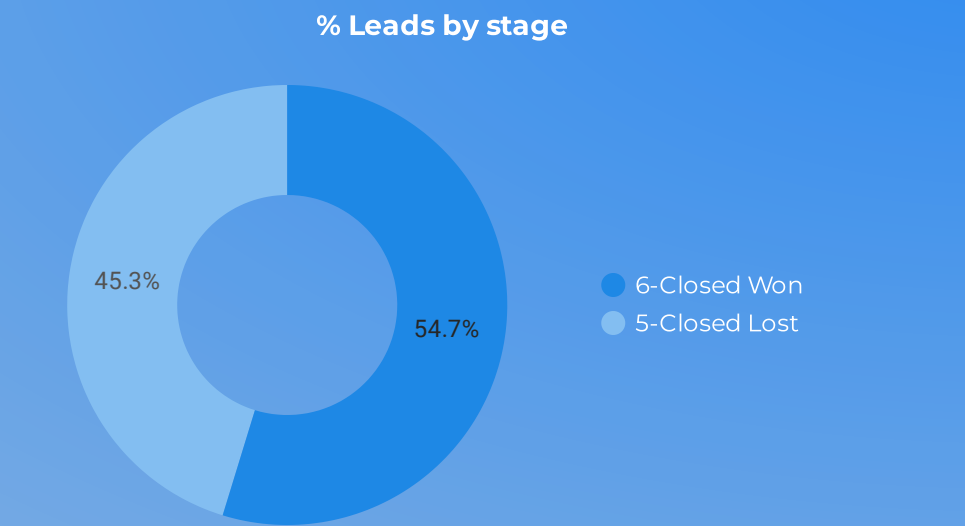
Stage

Sales Lead





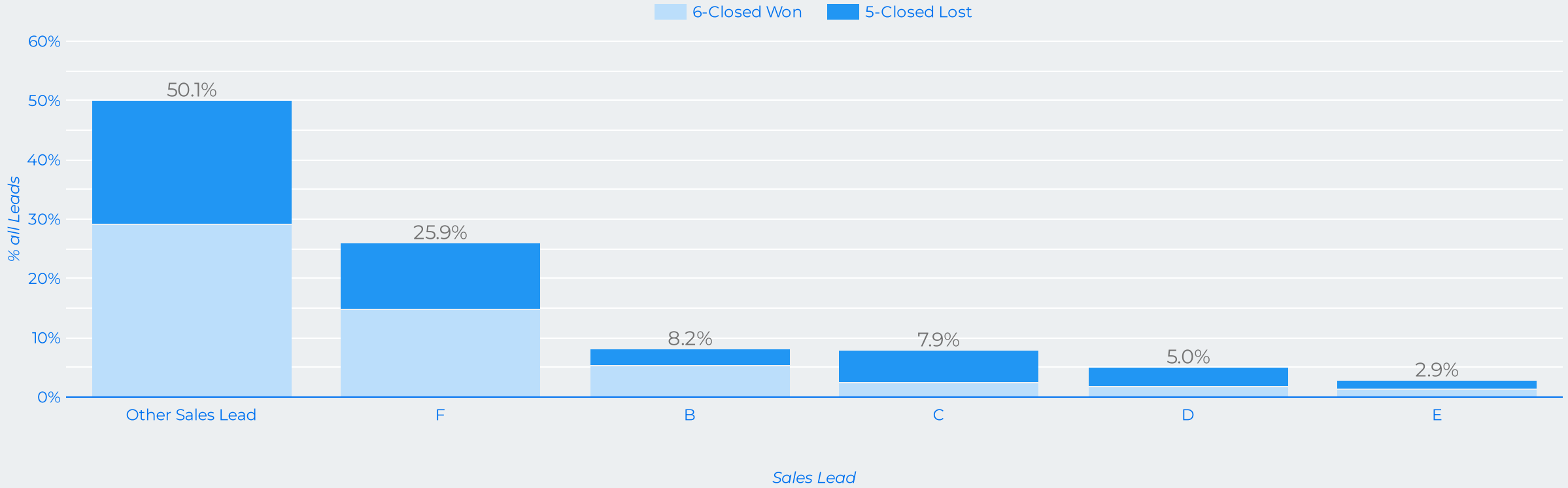
SALES LEADS REPORT. CLOSED LEADS



15 Jul 2024 - 21 Jul 2024

StatusPriority

StageSales Lead





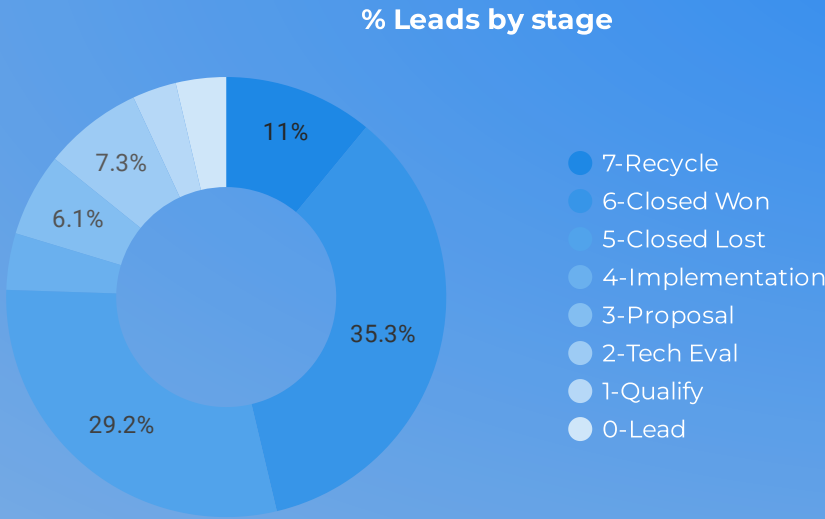
SALES LEADS REPORT. SALES REPS

Sales Rep

Select date range

Stage

Status

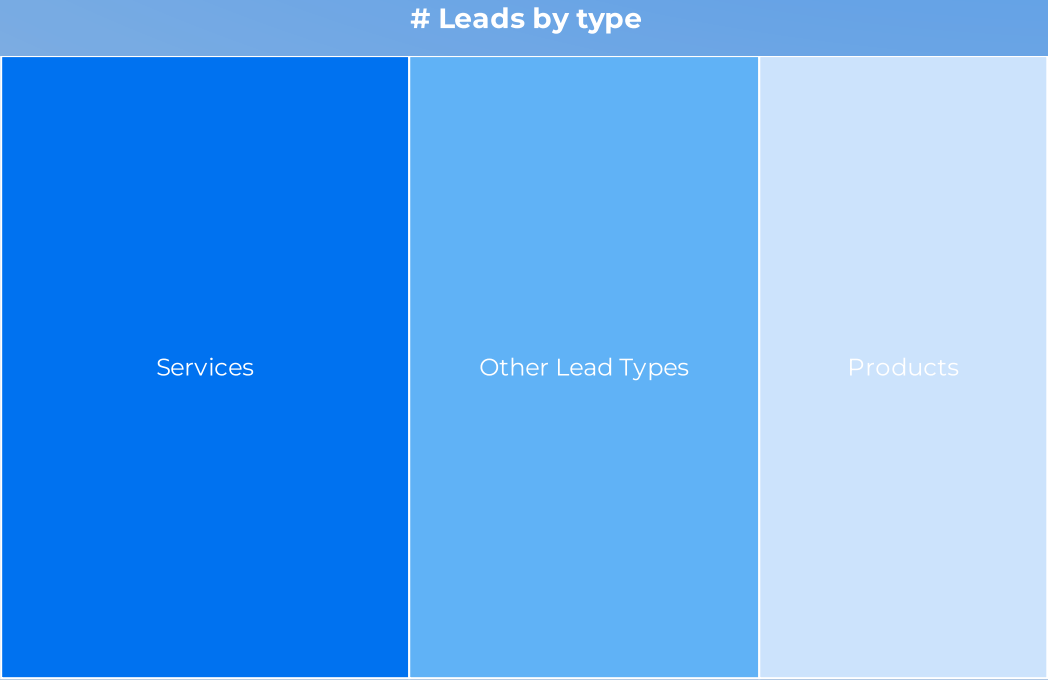


Total Leads
866

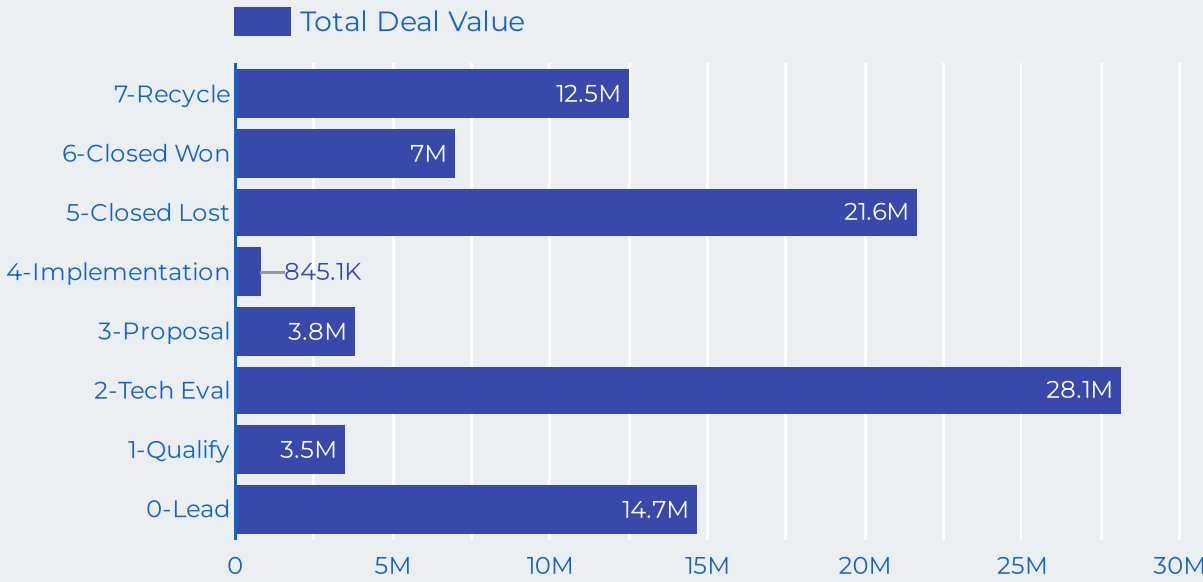
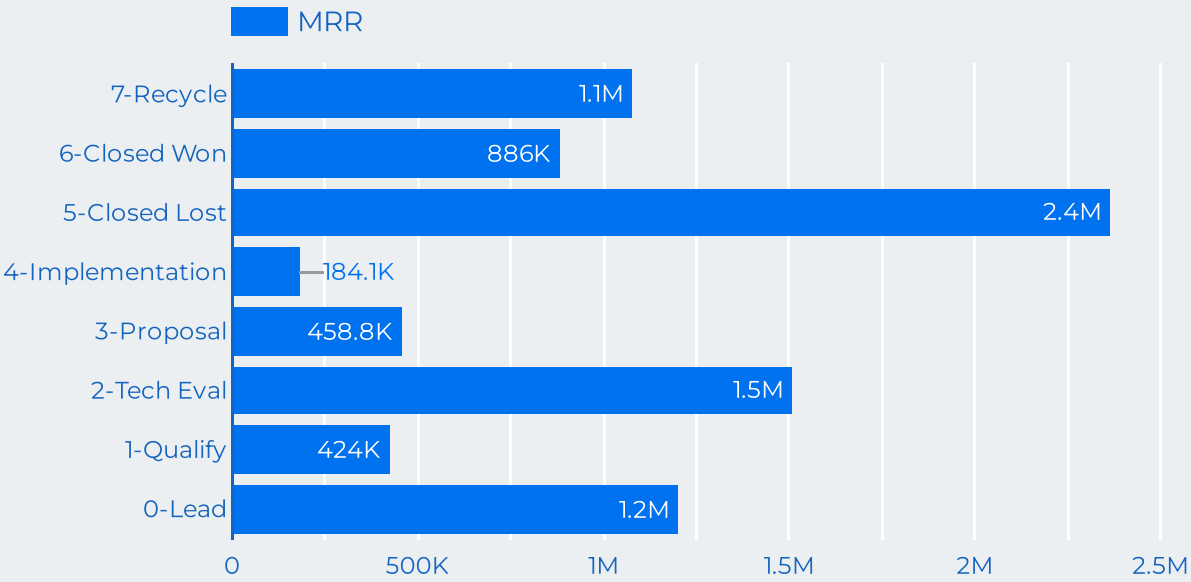
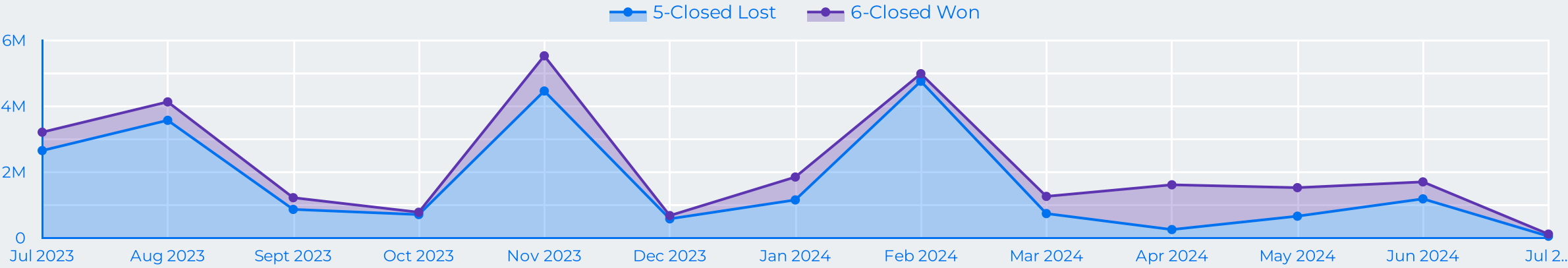
Conversion Rate
100%

Total Deals Value
92.1M

MRR
8.1M



LeadType / TotalDealValue			
Sales Rep	Services	Products	Other Lead Types
Other Sales Lead	8.2M	2.8M	11.8M
F	2.3M	2.4M	766.7K
E	196.8K	2.1M	672K
D	2.4M	2M	2.8M
C	971.8K	7.3M	1.3M
B	1M	39.7M	3.5M
Grand total	15M	56.2M	20.8M





SALES REPS WEEKLY

Sales Rep

24 Jun 2024 - 28 Jul 2024

Week / # Leads, Deals			
Lead/deal	Jun 2024	Jul 2024	Grand total
New lead	23	41	64
Lost	3	4	7
Closed deal	7	10	17

Sales Rep	Lead/deal	# Leads, Deals
Other Sales Lead	Lost	210
	Closed deal	163
	New lead	51
F	Lost	100
	Closed deal	83
	New lead	19
C	Lost	60
	New lead	14
	Closed deal	13
B	Closed deal	29
	Lost	28
	New lead	9

Total # Leads
88

Conversion Rate
19.3%

Total Deals Value
6.1M

Total MRR
820.2K



TECH REPS WEEKLY

TechLead

24 Jun 2024 - 28 Jul 2024

TechLead	Lead/deal	# Leads, Deals
D	Lost	98
	Closed deal	96
	New lead	27
E	Closed deal	108
	Lost	81
	New lead	6
A	Lost	87
	Closed deal	37
	New lead	31
C	Lost	81
	New lead	19
	Closed deal	18
Other Tech Lead	Lost	67
	Closed deal	38
	New lead	13
B	Lost	33
	New lead	17
	Closed deal	9

Total # Leads
866

Conversion Rate
100%

Total Deals Value
92.1M

Total MRR
8.1M