

1. Executive Summary

This report presents key findings from an analysis of the sales funnel, focusing on lead quality, conversion rates, and performance trends. The goal is to identify areas for improvement and propose data-driven strategies to optimize the sales process.

Key Figures:

- **Conversion Rate:** 17% (Signup → Paid)
- **Lead Drop-off Rate:** 25% at MQL → Demo stage
- **Average Time Delays:** 4 days between MQL → Demo, 7 days between Demo → Paid

2. Key Insights from Data Analysis

A. Lead Quality & Filtering

- **Lead Quality Score:** 80% of leads filtered based on relevance and quality metrics.
- **Fake leads:**
 - Suspicious country origins: 5% of total leads from regions like Afghanistan, which have been flagged as fake.
 - Unusual job titles: 3% of leads had job titles with excessive repeating characters or symbols, indicating potential spam.
 - Missing timestamps: 10% of leads lacked key timestamps (MQL, Demo, Paid Conversion).
 - Job title validation: 12% of leads failed the job title validation, being outside the predefined list of high-value decision-makers (e.g., VP, CEO, CTO).

B. Conversion Funnel Analysis

- The dataset tracks the full sales cycle: **Signup → MQL → Demo → Paid**.
- **Key Observations:**
 - **Bottleneck:** 25% of leads drop off at the MQL → Demo stage, resulting in a significant reduction in conversion potential.
 - **Stage to Stage Velocity:** The average time delay between MQL → Demo is 4 days, while Demo → Paid takes 7 days, suggesting inefficiencies in these stages.
 - **Actionable Insight:** Reverse engineer to understand if it's a process issue or a headcount issue. Reducing SLA by 1-2 days could improve sales velocity by approximately 10%.

C. Lead Source Trends

- **Lead source performance:**
 - Paid Search contributes 53.24% to ARR At Conversion.
 - Paid Search Total 74975.40 ARR At Conversion.
 - Paid social (TikTok Campaigns) make up .1% of inbound leads from June 1st to Jun 14th.
- **Recommendation:** Shift marketing budget toward high-performing inbound channels and prepare for additional paid campaigns to keep up the momentum. Consider revamping the strategy around paid social to limit further downward trends by posting more frequently and finding a stronger brand voice.

3. Recommendations & Additional Data Needs

A. Additional Valuable Data Points

To enhance decision-making, the following additional data points should be considered:

1. **Sales Rep Performance Data**
 - Assess individual sales reps' conversion efficiency at each stage of the funnel to understand the impact of their performance on overall sales success.
2. **Churn & Retention Metrics**
 - Analyze churn rates post-conversion to determine what the current churn rate is, aim for higher retention rates after 6 months. Understanding these trends could reduce future drop-offs.
3. **Marketing Attribution Data**
 - Link lead sources to specific campaigns, ads, or referrals to measure the ROI on each acquisition channel. This would help prioritize high-return investments.
4. **Product Engagement Data**
 - Collect engagement data from trial users, such as login frequency and feature usage, to predict conversion likelihood and identify early-stage opportunities to increase engagement.

4. Next Steps

- Implement strategies (enablement sessions, revamp current process & infrastructure, strengthen SLA) to streamline the MQL → Demo and Demo → Paid stages, targeting a 10-15% improvement in conversion time.
- Gather additional data points on closed won rates for new business vs. churn for renewal, and marketing attribution to refine forecasting and ROI analysis.
- Conduct a deep dive into sales rep performance and identify training opportunities based on conversion data.

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