

# Sales Performance Review

Q4 2024 Results & 2025 Strategy

Sales Team Meeting

# Q4 Performance Highlights

- Outstanding Quarter Results
  - • 115% of quota achievement
  - • \$7.2M in closed revenue
  - • 58 new customers acquired
  - • Average deal size: \$124K

# Top Performing Sales Reps

- Q4 2024 Sales Leaders
  - • Grant Frey: \$1.2M (8 deals)
  - • Elizabeth George: \$1.1M (9 deals)
  - • James Barrett: \$987K (7 deals)
  - • Michelle Beard: \$876K (6 deals)

# Major Customer Wins

- Enterprise Customers Acquired
  - • FastGrow Technologies: \$450K (3-year deal)
  - • Regional Bank Corp: \$380K (compliance focus)
  - • HealthCare Partners: \$295K (HIPAA solution)
  - • Manufacturing Plus: \$234K (automation)