To analyse the customer acquisition process and provide meaningful insights for the business team, business heads, and managers, we can consider the following metrics and questions:

1. **Lead Journey and Stages:**
   1. How many leads were generated in the given month?
   2. What is the distribution of leads across different age groups, genders, cities, education levels, and parent occupations?
   3. How many leads progressed from the lead stage to the awareness stage, consideration stage, and conversion stage?
   4. What is the dropout rate at each stage of the customer acquisition flow?
   5. What are the reasons stated by leads for not being interested at each stage?
   6. How many leads watched the demo session? What percentage of the session did they watch?
   7. What is the language preference of leads while watching the demo session?
2. **Team Performance:** 
   1. How many leads were assigned to each junior sales manager in each cycle?
   2. Which junior sales managers have the highest and lowest call success rates?
   3. How many calls were made by each junior sales manager?
   4. What is the average duration between the lead assignment and the first call made by the junior sales manager?
   5. How many follow-up calls were made at each stage?
   6. What is the average call duration for successful calls?
3. **Target Areas for Managers**:
   1. Which stages have the highest dropout rates, and what are the reasons for dropouts?
   2. Which stages have the lowest conversion rates, and what are the reasons stated by leads for not converting?
   3. Which junior sales managers have the highest and lowest conversion rates?
   4. Which lead sources have the highest and lowest conversion rates?
   5. Are there any specific demographic segments (age, gender, city, education, parent occupation) that show higher conversion rates?

Based on the above analysis, we can design a dashboard in Google Data Studio, Tableau, or any other visualization tool to present the insights. The dashboard should include visualizations such as:

1. **Lead Funnel Visualization:**

A funnel chart showing the number of leads at each stage of the customer acquisition flow, highlighting the dropout rates and reasons for dropouts.

1. **Conversion Rate by Stage:**

A bar chart comparing the conversion rates from lead to awareness, consideration, and conversion stages, along with reasons for non-conversion at each stage.

1. **Team Performance Metrics**:

Metrics like call success rate, average call duration, and number of follow-up calls made by each junior sales manager, are displayed in a table or bar chart format.

1. **Lead Source Analysis**:

A pie chart or stacked bar chart displaying the distribution of leads by different lead sources, along with the conversion rates for each source.

1. **Demographic Segmentation:**

Bar charts or stacked bar charts showcasing the conversion rates for different demographic segments (age, gender, city, education, parent occupation).

1. **Demo Session Analysis**:

A line chart or area chart showing the number of leads watching demo sessions over time, along with the average percentage of the session watched.

1. **Language Preference**:

A doughnut chart or stacked bar chart displaying the distribution of language preferences for watching the demo session.

These visualizations will help the business team, business heads, and managers gain a comprehensive understanding of the lead journey, team performance, target areas for improvement, and demographic insights to drive the marketing strategy and action items.