

Dashboards



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Sales

Rep

- Example Sales Dashboard
- Example Marketing Dashboard
- Zoom Productivity Tracker
- Shopify

Largest Laggards



4

Year in 2019 2020

Region in West

Qtr in Q4

Lead Source Standardiz... not in Unknown

Region	Type	Lead Source Standardized	PYV\$	PYV%	Leaders and Laggards
West	Upsell	Strategic Accounts Marketing	(\$7,755,166)	(90%)	Laggard
West	Renewal	Strategic Accounts Marketing	(\$3,743,061)	(91%)	Laggard
West	New Logo	Social	(\$1,817,251)	(89%)	Laggard
West	New Logo	Outbound	(\$1,232,813)	(61%)	In the Middle
West	Upsell	Website	(\$1,199,502)	(63%)	In the Middle
West	Renewal	Jigsaw	(\$1,189,391)	(100%)	No Sales
West	Upsell	Jigsaw	(\$1,076,636)	(78%)	Laggard
West	New Logo	Jigsaw	(\$1,016,611)	(63%)	In the Middle
West	Upsell	Outbound	(\$972,041)	(58%)	In the Middle
West	Renewal	Events	(\$889,758)	(58%)	In the Middle