Maven Tech CRM Report : Quarterly Performance - Executive Summary

Select Quarter and a sales manager to view their report for 2017

Year	Quarter	Manager
2017	4 ⌄	Melvin Marxen ⌄

Total Sales	Average Sale Value	Average weeks to close	New Opportunities
$671K	**$2,760**	**6.25**	**243**

Last QTR	Last QTR avg.	Last QTR avg.	Last QTR	Engaged Opportunities
$768K	$2,666	6.54	288	
All teams avg.	All teams avg.	All teams avg.		**215**
$467K	2.34K	6.62	199	

Total Sales by Quarter

Sales and conversion by Product

Product	Conversion %	Total deals won	Total Sales
GTXPro	55.2%	74	$356,648
GTX Plus Pro	67.5%	27	$151,538
MG Advanced	51.9%	27	$91,823
GTX Plus Basic	46.5%	40	$44,136
GTX Basic	60.8%	45	$24,970
MG Special	60.0%	30	$1,673
GTK 500			$0

Maven Tech CRM Report : Quarterly Performance - Sales KPIs

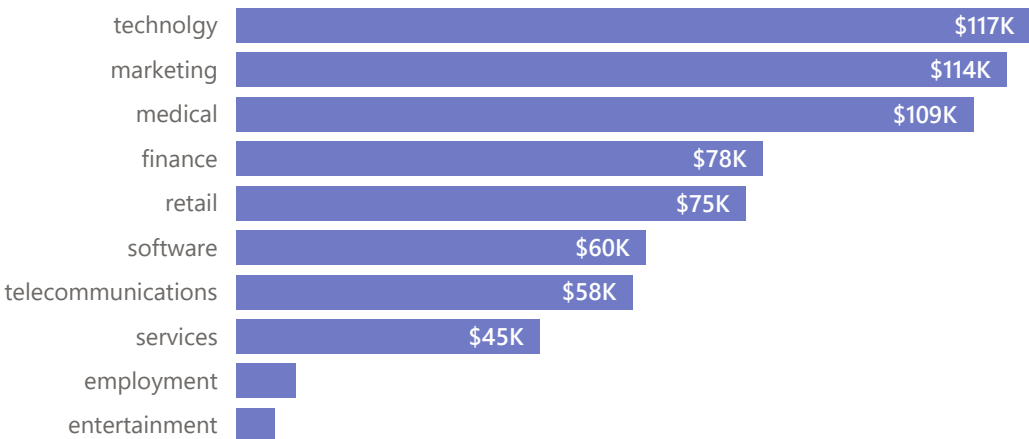Select Quarter and a sales manager to view their report for 2017
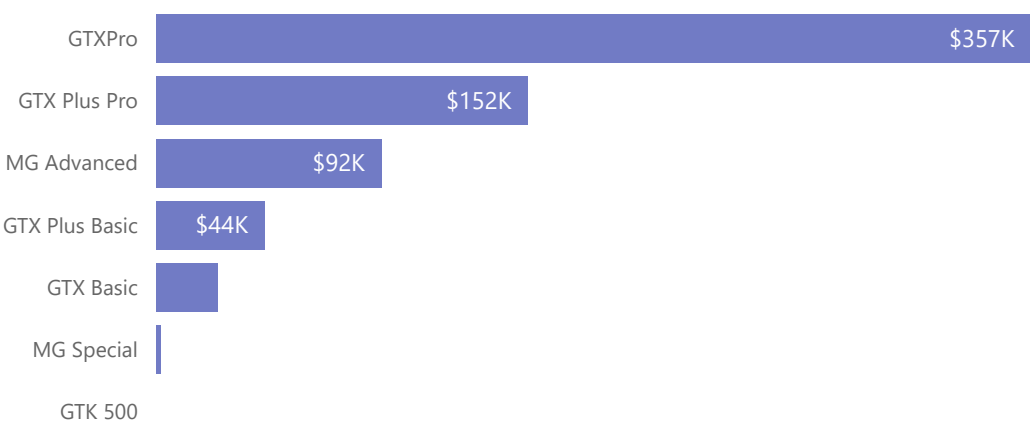
Year	Quarter	Manager
2017	4	Melvin Marxen

Total Sales by sector

Sector	Sales
technolgy	$117K
marketing	$114K
medical	$109K
finance	$78K
retail	$75K
software	$60K
telecommunications	$58K
services	$45K
employment	
entertainment	

Total Sales by product

Product	Sales
GTXPro	$357K
GTX Plus Pro	$152K
MG Advanced	$92K
GTX Plus Basic	$44K
GTX Basic	
MG Special	
GTK 500	

Top 5 Accounts

Account	Sales
Inity	$52K
Treequote	$52K
Warephase	$45K
Stanredtax	$43K
Conecom	$35K

Total Sales by manager

Manager	Sales
Melvin Marxen	671K
Summer Sewald	560K
Rocco Neubert	514K
Celia Rouche	430K
Dustin Brinkmann	317K
Cara Losch	311K

Maven Tech CRM Report : Quarterly Performance - Sales Agent and Product KPIs

Select Quarter and a sales manager to view their report for 2017
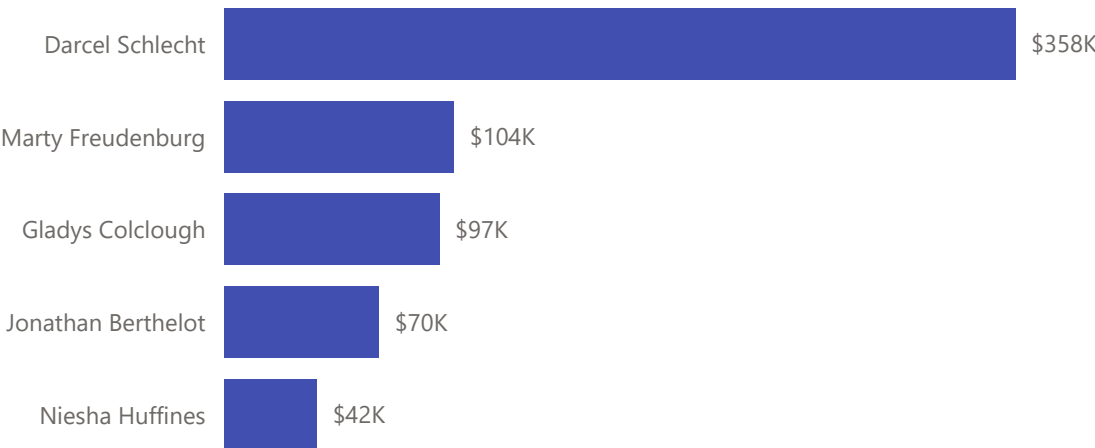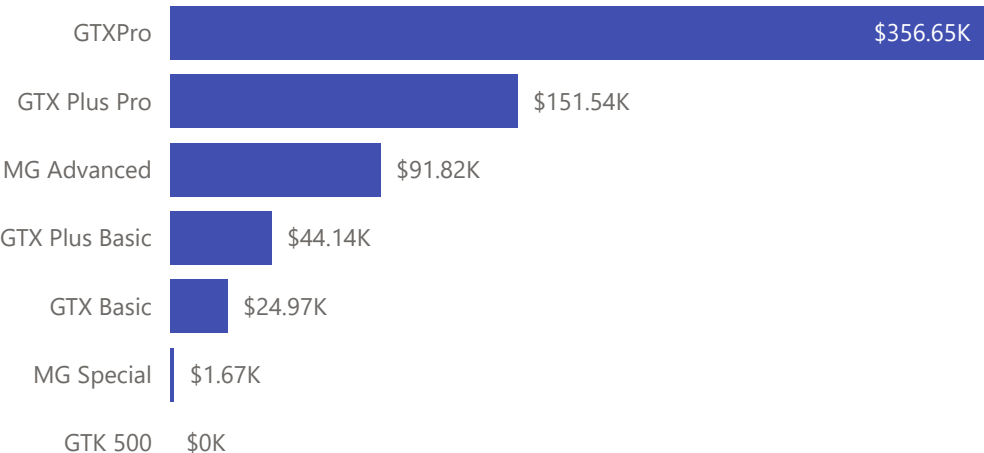
Year	Quarter	Manager
2017	4 ⌄	Melvin Marxen ⌄

Total Sales by sales_agent

Agent	Sales
Darcel Schlecht	$358K
Marty Freudenburg	$104K
Gladys Colclough	$97K
Jonathan Berthelot	$70K
Niesha Huffines	$42K

Total Sales by product

Product	Sales
GTXPro	$356.65K
GTX Plus Pro	$151.54K
MG Advanced	$91.82K
GTX Plus Basic	$44.14K
GTX Basic	$24.97K
MG Special	$1.67K
GTK 500	$0K

Performance by Agent

sales_agent	Conversion % ▼	Total deals won	Total Sales	Average sales value	Average of Weeks to close
Darcel Schlecht	59.1%	94	$357,666	$3,805	5.91
Marty Freudenburg	54.9%	39	$103,871	$2,663	5.42
Jonathan Berthelot	54.8%	46	$70,045	$1,523	6.87
Gladys Colclough	52.6%	41	$97,317	$2,374	6.46
Niesha Huffines	51.1%	23	$41,889	$1,821	7.27

Sales and conversion by Product

product	Q1	Q2	Q3	Q4
GTX Basic	74.2%	65.5%	59.5%	60.8%
GTX Plus Basic	74.1%	71.8%	72.8%	46.5%
GTX Plus Pro	88.9%	63.9%	69.0%	67.5%
GTXPro	72.4%	55.3%	60.6%	55.2%
MG Advanced	100.0%	50.0%	61.5%	51.9%
MG Special	93.8%	66.0%	63.6%	60.0%

Maven Tech CRM Report : Quarterly Performance at Team level

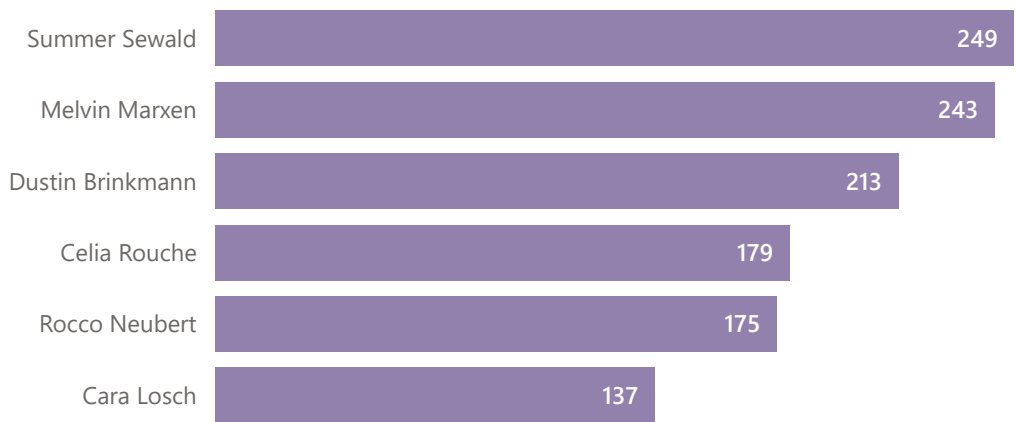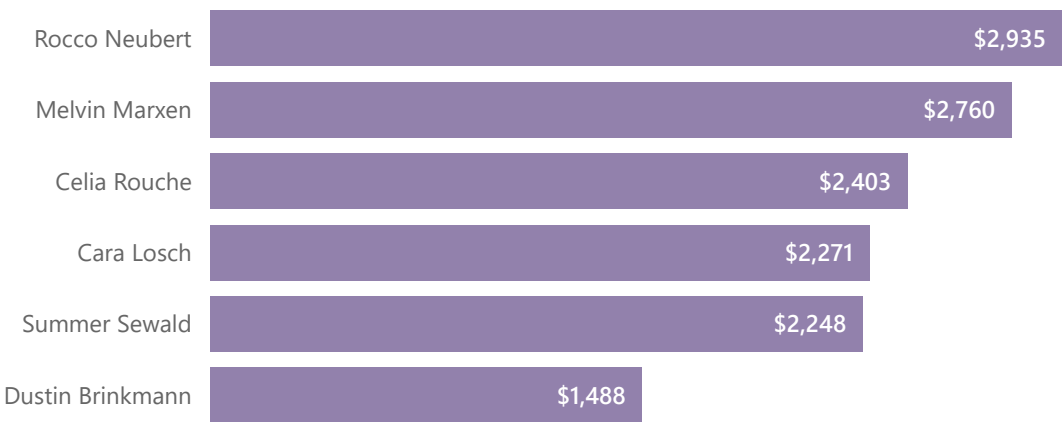Select Quarter to view team's quarterly report for 2017

No. of Sales won
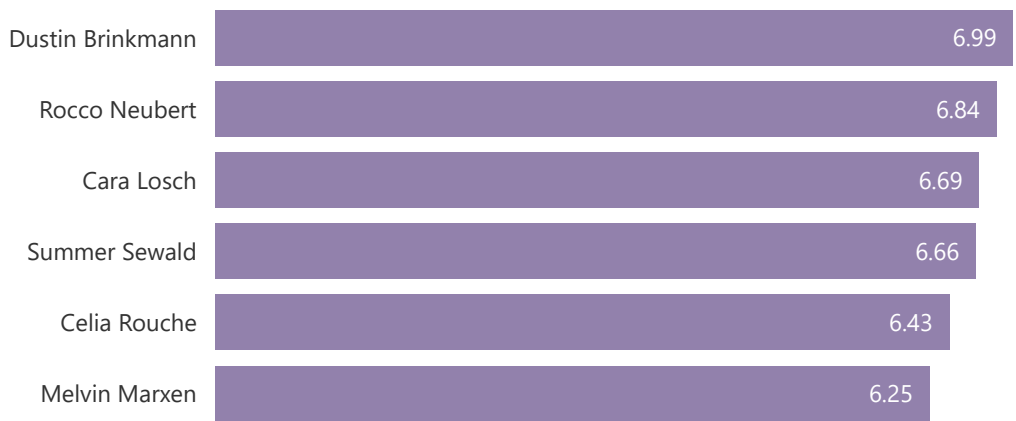
Name	Value
Summer Sewald	249
Melvin Marxen	243
Dustin Brinkmann	213
Celia Rouche	179
Rocco Neubert	175
Cara Losch	137

Average sales value

Name	Value
Rocco Neubert	$2,935
Melvin Marxen	$2,760
Celia Rouche	$2,403
Cara Losch	$2,271
Summer Sewald	$2,248
Dustin Brinkmann	$1,488

Average weeks to close sale

Name	Value
Dustin Brinkmann	6.99
Rocco Neubert	6.84
Cara Losch	6.69
Summer Sewald	6.66
Celia Rouche	6.43
Melvin Marxen	6.25

Total Sales

Name	Value
Melvin Marxen	671K
Summer Sewald	560K
Rocco Neubert	514K
Celia Rouche	430K
Dustin Brinkmann	317K
Cara Losch	311K