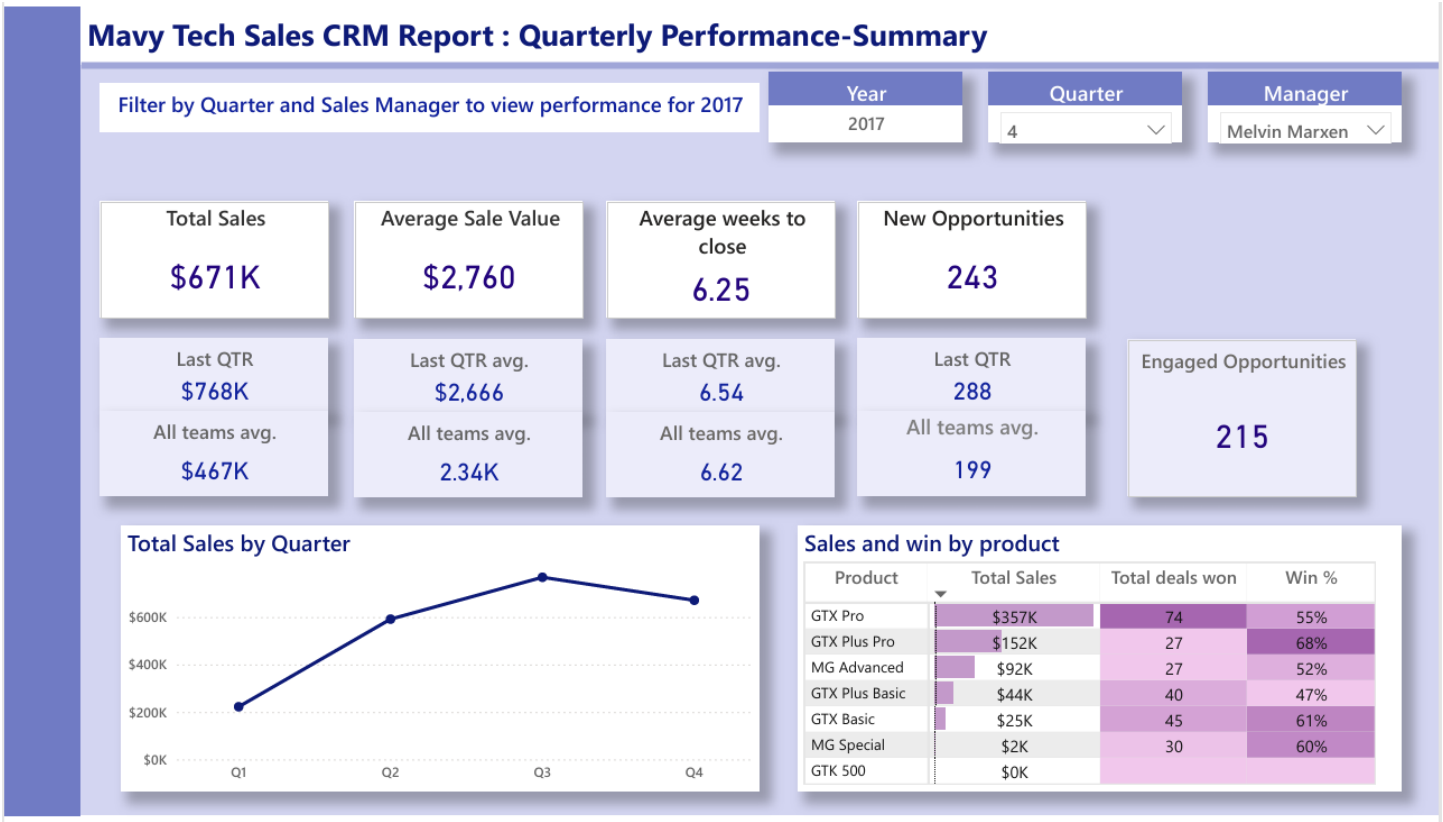
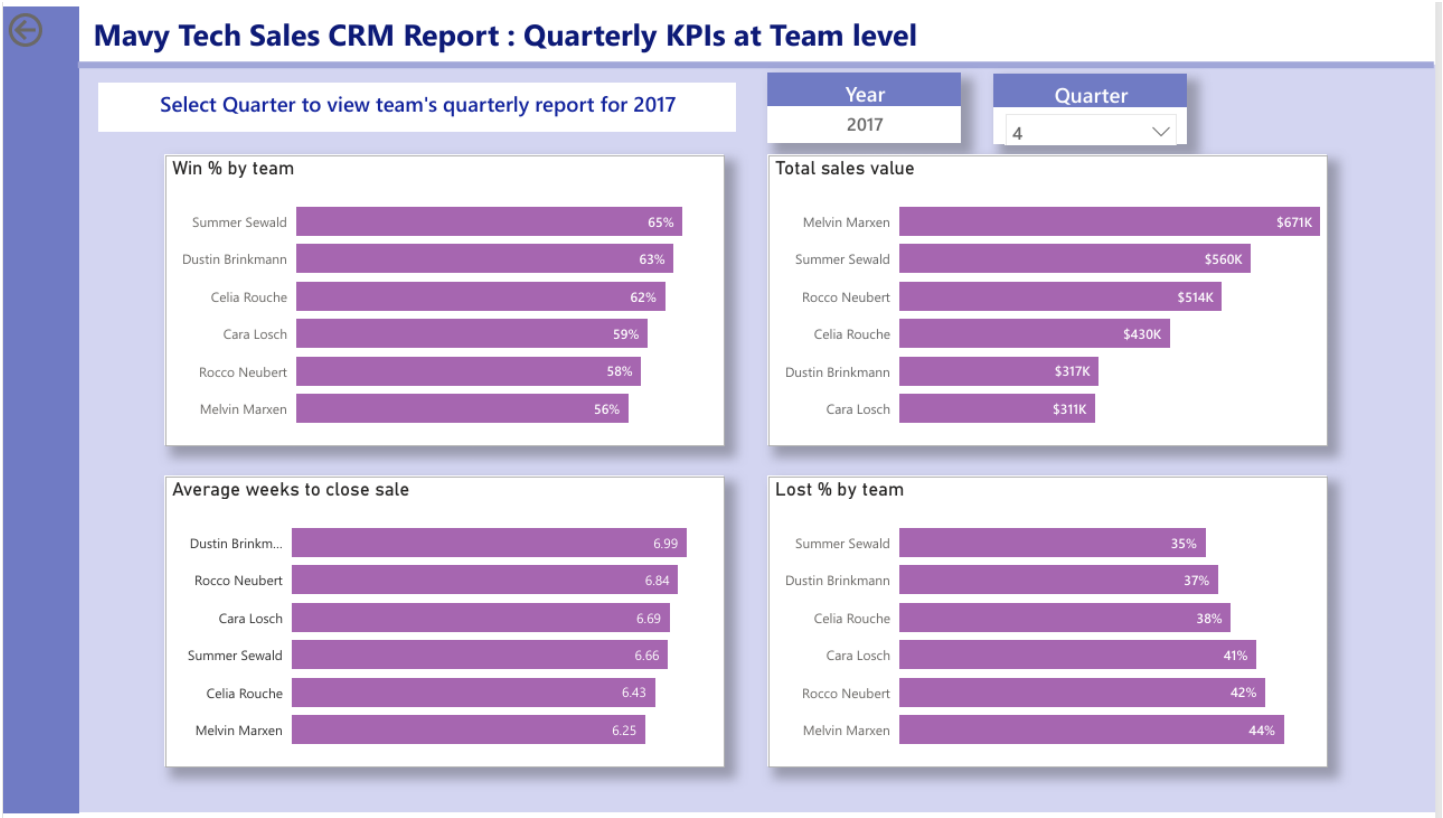
Page #1

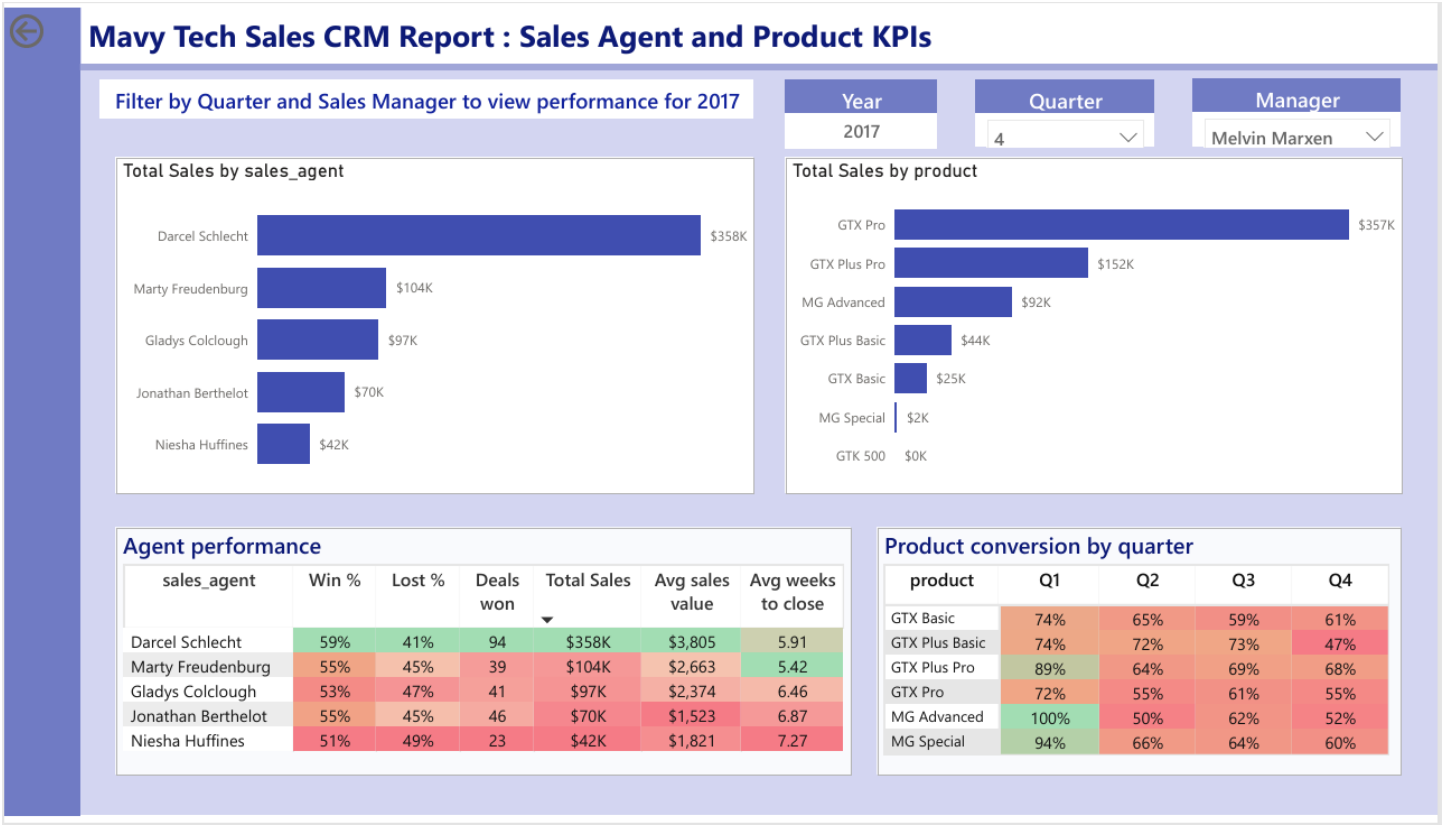


This is the main page of the report, containing the most critical information for sales managers. Users select their name from the sales manager filter, and this populates all the KPIs for their team. The key KPIs are shown clearly at the top of the page, with figures for the previous quarter and the average figure across all sales teams for each metric provided below for additional context. This allows the sales manager to see their own figures and understand generally how they are tracking the remaining teams and towards their own goals.



This page gives an option to sales managers to select the quarter and check the KPIs like total sales, Win %, average weeks to close and lost % for that quarter with respect to other teams.

Page #3



This page allows sales managers to view their team's performance over the previous quarters to identify trends. Managers can select their name and quarter to get insights into different product sales and performance of their sales agents.