

## Mavy Tech Sales CRM Report : Quarterly Performance-Summary

Filter by Quarter and Sales Manager to view performance for 2017

Year	Quarter	Manager
2017	4	Melvin Marxen

Total Sales <b>\$671K</b>	Average Sale Value <b>\$2,760</b>	Average weeks to close <b>6.25</b>	New Opportunities <b>243</b>
Last QTR <b>\$768K</b>	Last QTR avg. <b>\$2,666</b>	Last QTR avg. <b>6.54</b>	Last QTR <b>288</b>
All teams avg. <b>\$467K</b>	All teams avg. <b>2.34K</b>	All teams avg. <b>6.62</b>	All teams avg. <b>199</b>
		Engaged Opportunities <b>215</b>	

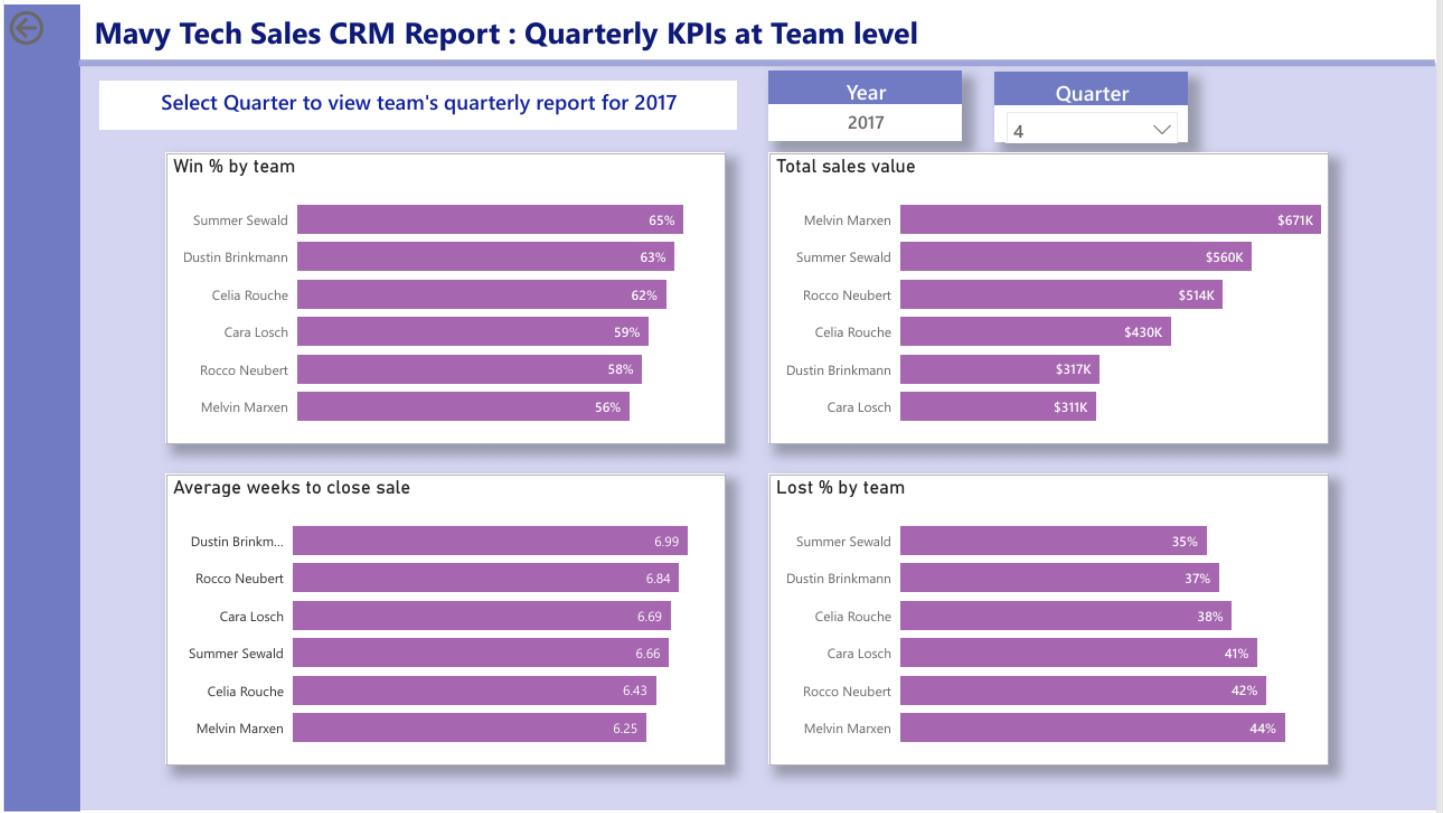
**Total Sales by Quarter**

Quarter	Total Sales
Q1	\$250K
Q2	\$550K
Q3	\$650K
Q4	\$600K

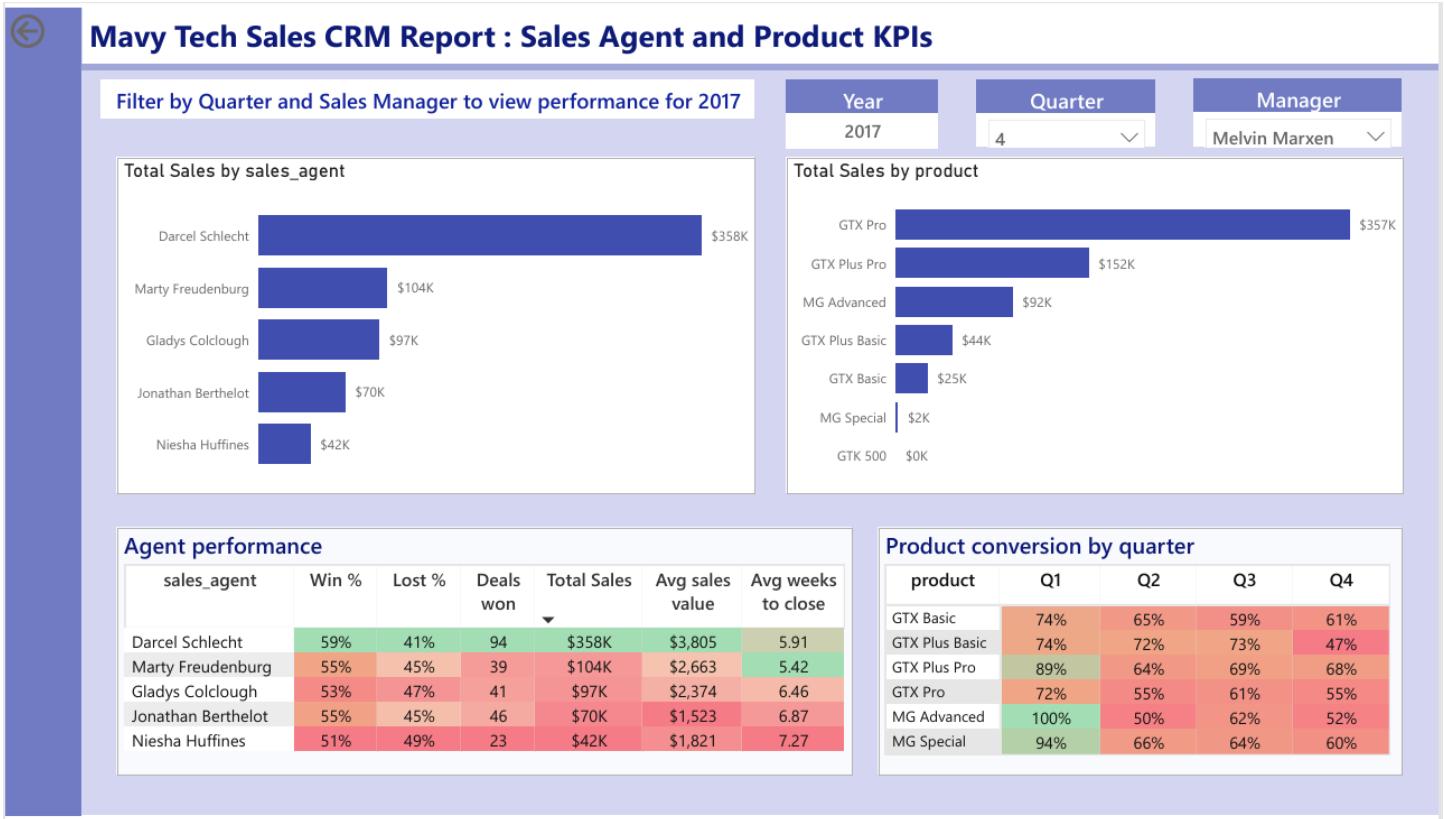
**Sales and win by product**

Product	Total Sales	Total deals won	Win %
GTX Pro	\$357K	74	55%
GTX Plus Pro	\$152K	27	68%
MG Advanced	\$92K	27	52%
GTX Plus Basic	\$44K	40	47%
GTX Basic	\$25K	45	61%
MG Special	\$2K	30	60%
GTX 500	\$0K		

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.



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.