



# Lead Dashboard

Total Leads

10K

Conversation Rate

9.07%

Converted Accounts

1.02K

Converted Opportunities

411

Year

All

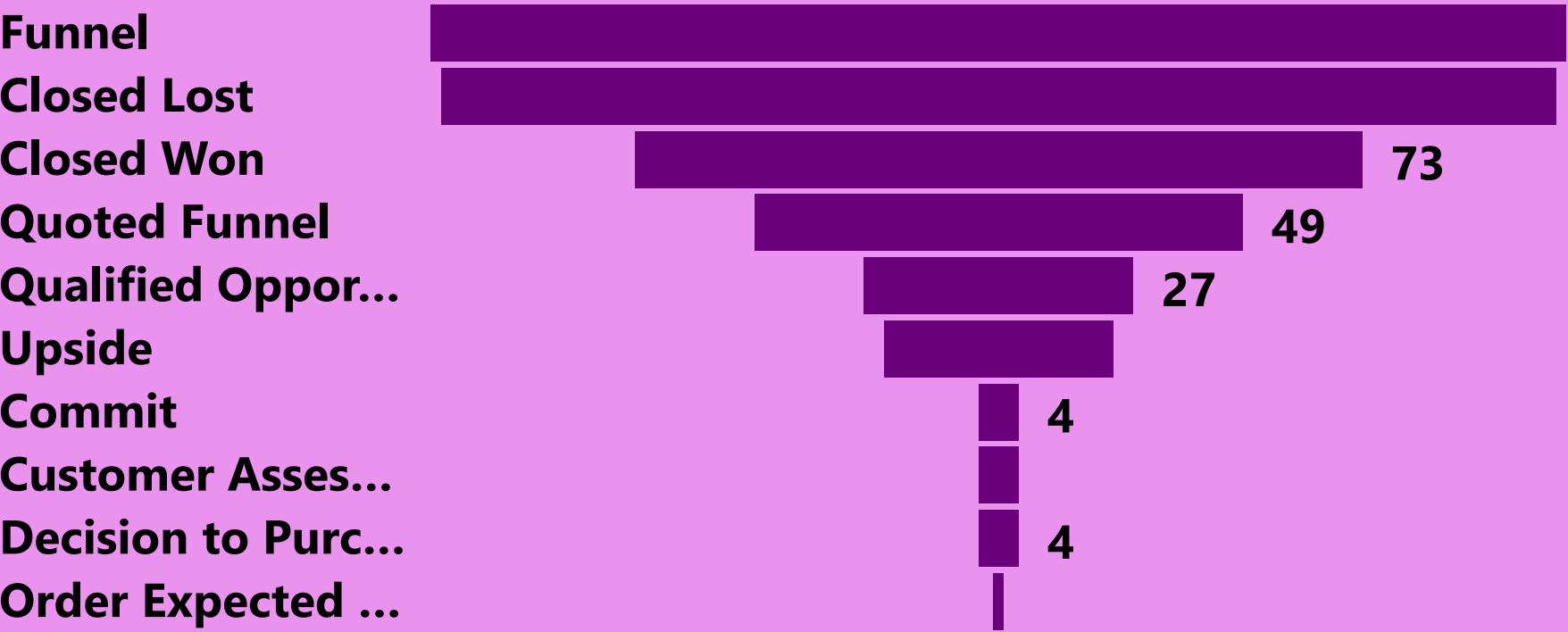
Country

All

Expected Amount from converted leads

11.22M

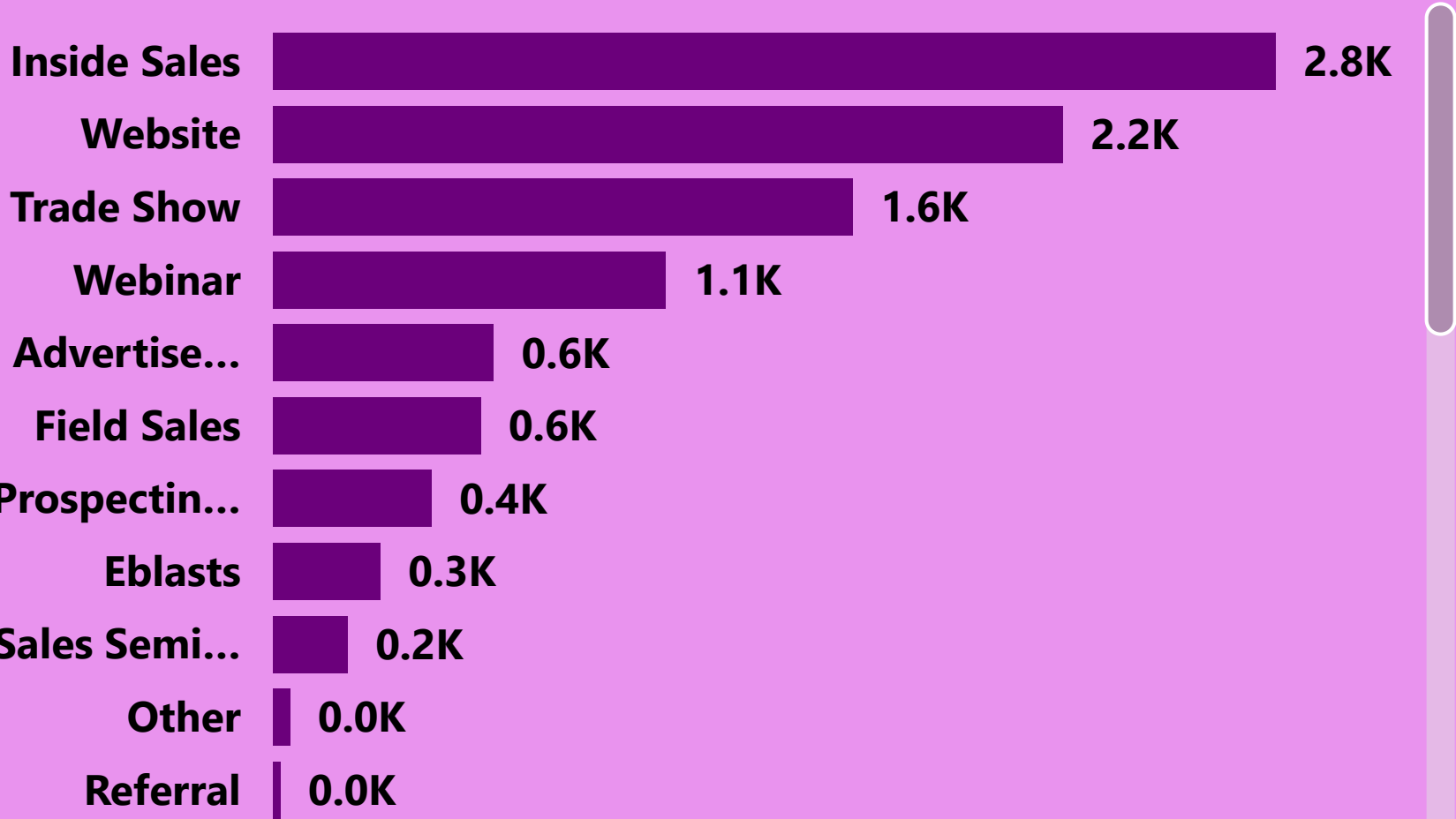
Leads by Stage



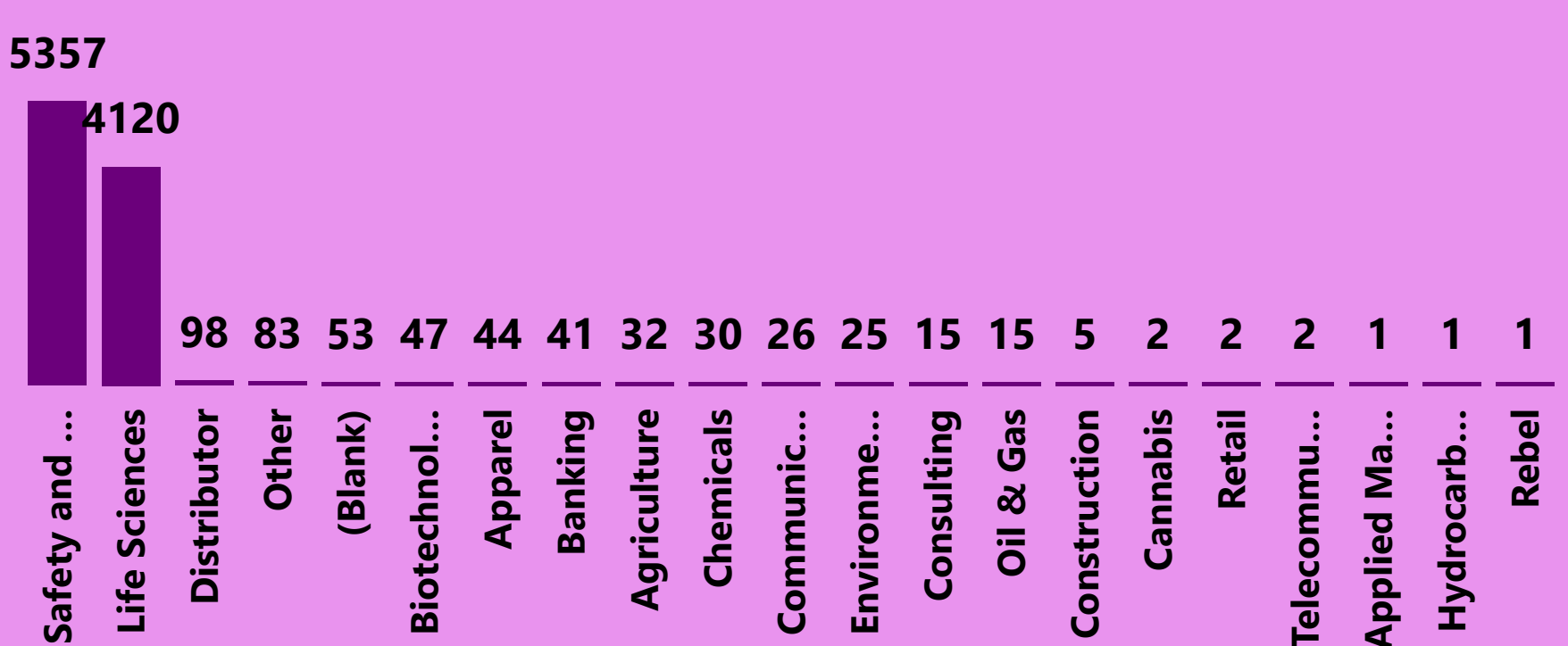
Status

- ☐ Converted
- ☐ Disqualified
- ☐ MQL
- ☐ Nurturing
- ☐ Prospect
- ☐ Qualified
- ☐ SQL
- ☐ Untouched

Leads by Source



Lead by Industry



Product Category

- ☐ Consumables
- ☐ Service
- ☐ System



# Opportunity Dashboard

Year

All

Industry

All

Stage

All

Expected Amount

184.14M

Active Opportunities

1272

Won Rate

31.06%

Lose Rate

41.56%

Conversation Rate

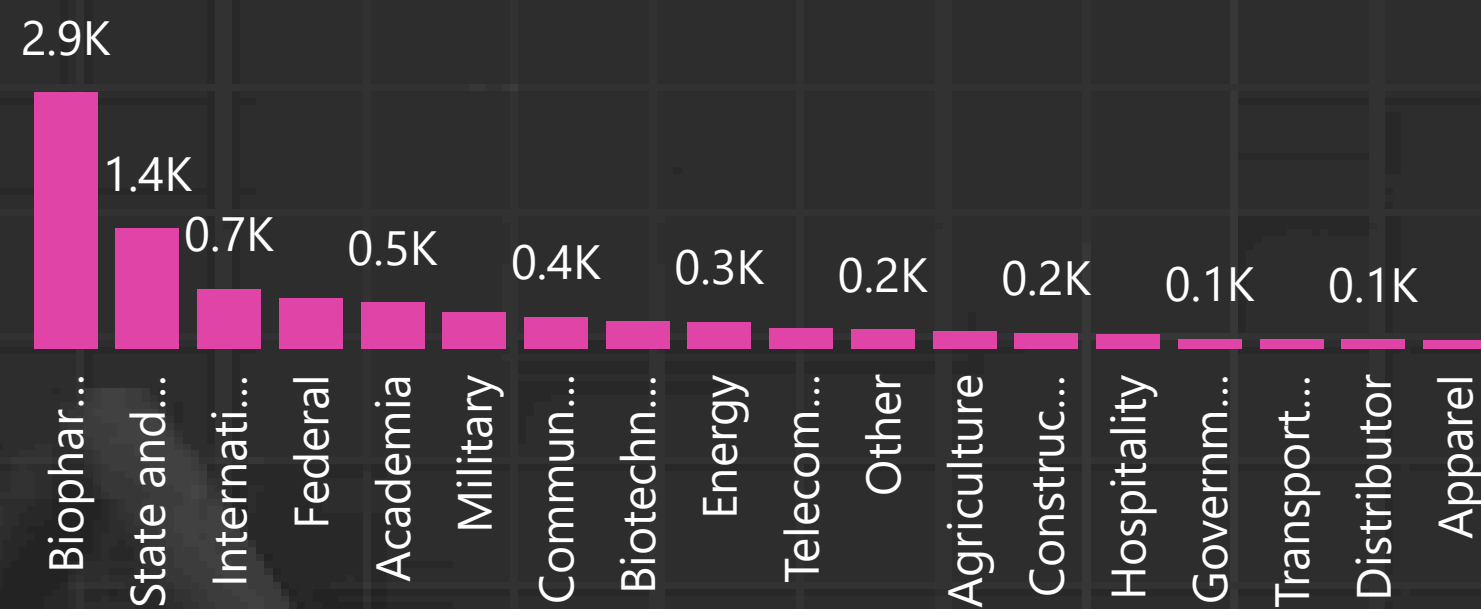
31.06%

Order Finalized

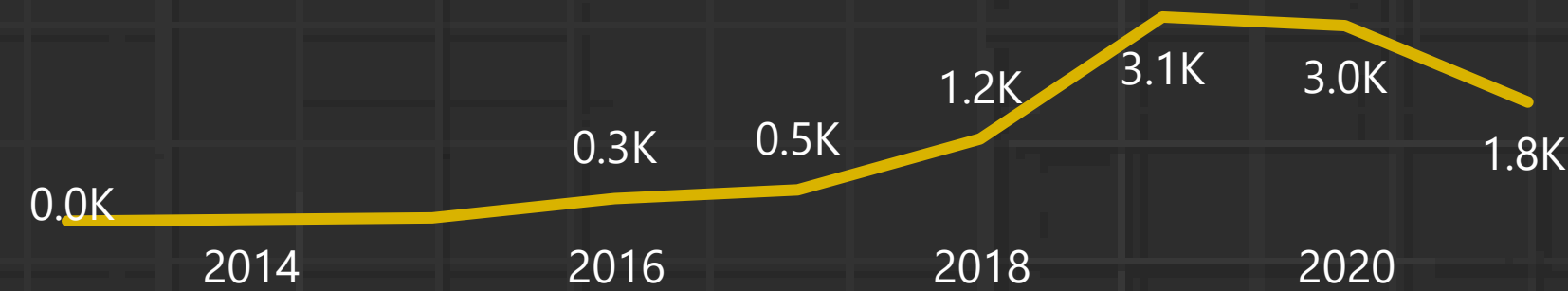
☐ False

☐ True

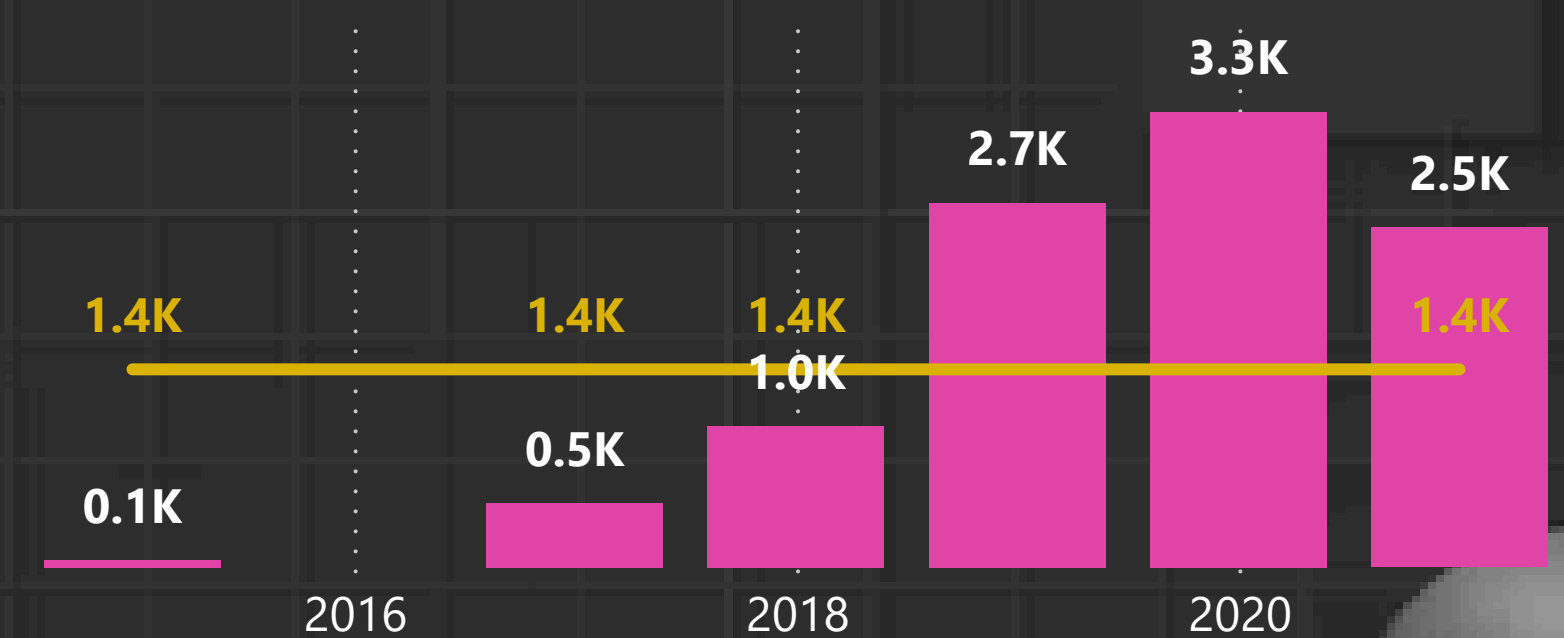
Opportunities by Industry



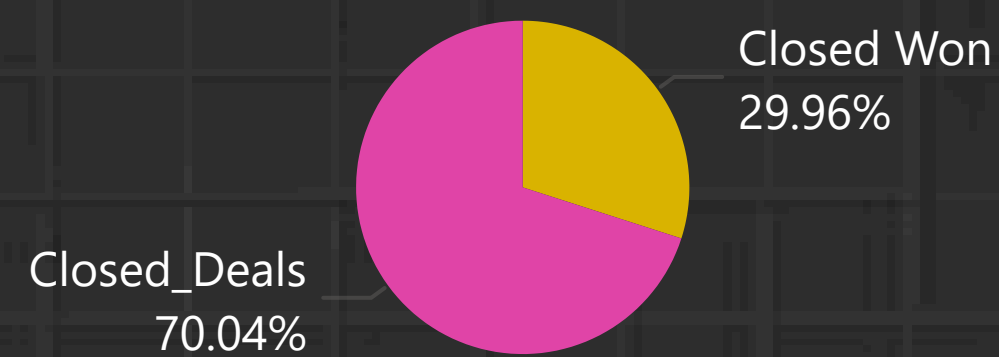
Opportunities by Year



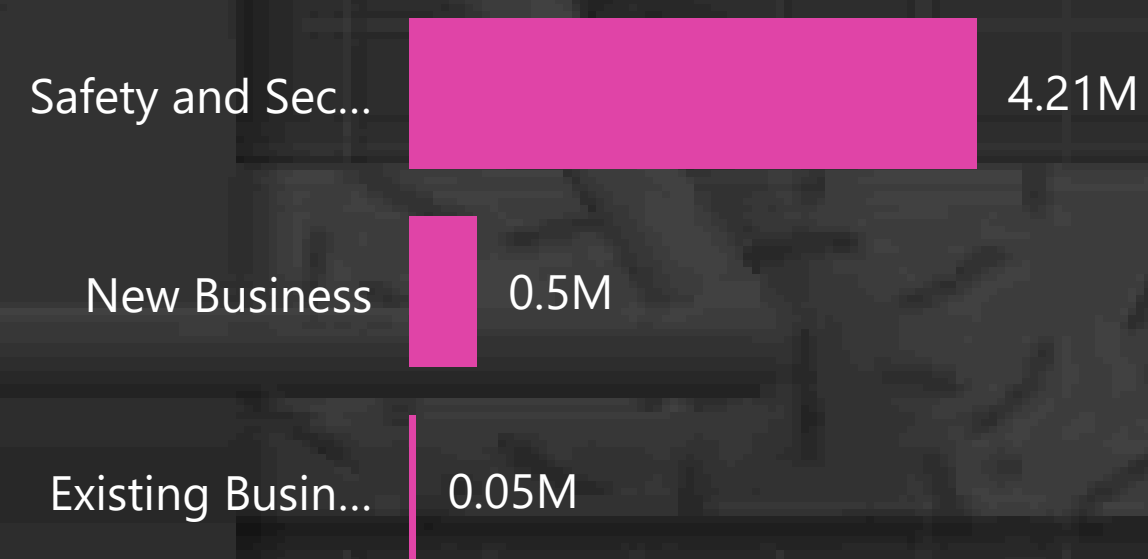
Closed Won Vs Total Opportunities



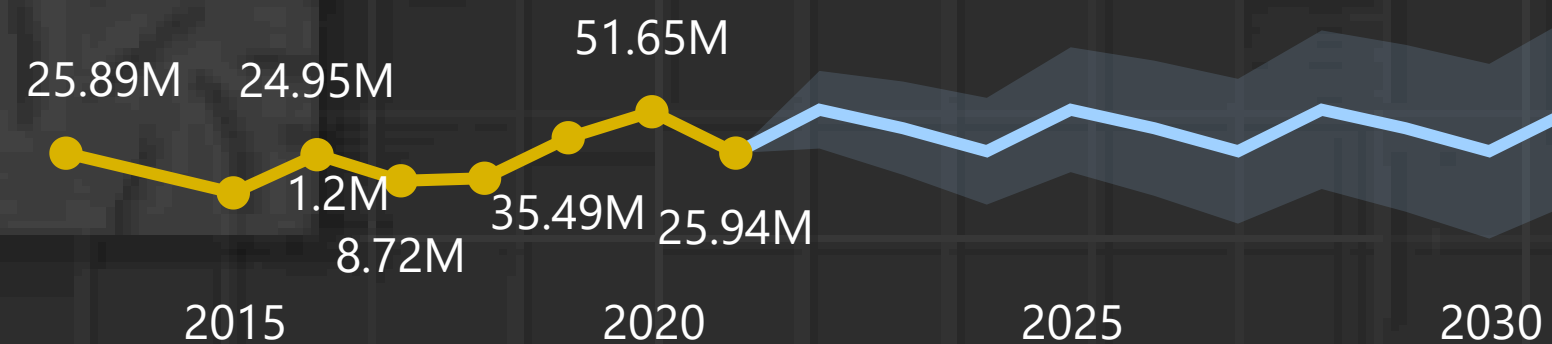
Closed Won Vs Total Closed



Expected Amount by Opportunity Type



Expected Vs Forecast



Active Vs Total Opportunities

