

MySQL Queries

1. Average number of leads generated per day – 9

SELECT ROUND(avg(`no of leads`),0) as "average leads" FROM data;)

2. Average time spent per day by all associates – 378 minutes

(SELECT ROUND(AVG(mins),0)as `average minutes` FROM (SELECT date, AVG(`time spent on LG (in mins)` as mins FROM data GROUP BY 1) AS subquery;)

3. Conversion rate (leads per hour) - 1.50

(SELECT ROUND(SUM(`no of leads`)/sum(`time spent on LG (in mins)`)*60,2) as "conversion rate" FROM data;)

4. Total leads generated – 1694

(SELECT SUM(`no of leads`) FROM data;)

5. Associate generated the most leads – Associate KLM (1054 leads)

(SELECT `emp name`, SUM(`no of leads`) as `total leads` FROM data GROUP BY 1 ORDER BY 2 DESC LIMIT 1;)

6. Associate spent the most time on lead generation – Associate ABC (50 minutes/lead)

(SELECT `emp name`, ROUND(sum(`time spent on LG (in mins)`)/SUM(`no of leads`),0) as `average time per lead` FROM data GROUP BY 1 ORDER BY 2 DESC LIMIT 1;)

7. Associate who is underperforming – Associate ABC

(SELECT `emp name`, ROUND(sum(`time spent on LG (in mins)`)/SUM(`no of leads`),0) as `average time per lead` FROM data GROUP BY 1 ORDER BY 2 DESC LIMIT 1;)

8. Average leads and workdays per employee

SELECT `emp name`, ROUND(AVG(`no of leads`),0) as `average lead`, COUNT(`no of leads`) FROM data GROUP BY 1;