# Rapport des Données Groupées par Équipes Commerciales

## Données pour l'Équipe : HOUEM

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 2 | 54 |
| ACQUISITION | 2 - FIRST CONTACT | 52 | 54 |
| DEVELOPMENT | 2 - FIRST CONTACT | 2 | 2 |
| RE-ACTIVATION | 2 - FIRST CONTACT | 13 | 13 |
| TOTAL |  | 69 | 123 |

## Données pour l'Équipe : Y.MOUIH

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 4 | 57 |
| ACQUISITION | 2 - FIRST CONTACT | 17 | 57 |
| ACQUISITION | 3 - PROPOSAL | 13 | 57 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 8 | 57 |
| ACQUISITION | 5 - IMPLEMENTATION | 1 | 57 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 14 | 57 |
| ONE-SHOT | 2 - FIRST CONTACT | 5 | 70 |
| ONE-SHOT | 3 - PROPOSAL | 48 | 70 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 17 | 70 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 2 | 2 |
| TOTAL |  | 129 | 554 |

## Données pour l'Équipe : ZAKARIA FILALI

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 24 | 41 |
| ACQUISITION | 2 - FIRST CONTACT | 1 | 41 |
| ACQUISITION | 3 - PROPOSAL | 1 | 41 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 5 | 41 |
| ACQUISITION | 5 - IMPLEMENTATION | 4 | 41 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 6 | 41 |
| DEVELOPMENT | 1 - IDENTIFIED OPPORTUNITY | 2 | 3 |
| DEVELOPMENT | 4 - WRITTEN AGREEMENT | 1 | 3 |
| ONE-SHOT | 1 - IDENTIFIED OPPORTUNITY | 1 | 1 |
| RE-ACTIVATION | 1 - IDENTIFIED OPPORTUNITY | 5 | 12 |
| RE-ACTIVATION | 4 - WRITTEN AGREEMENT | 3 | 12 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 4 | 12 |
| TOTAL |  | 57 | 289 |

## Données pour l'Équipe : A.EL ISMAILI EL ALAOUI

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 4 | 52 |
| ACQUISITION | 2 - FIRST CONTACT | 14 | 52 |
| ACQUISITION | 3 - PROPOSAL | 12 | 52 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 11 | 52 |
| ACQUISITION | 5 - IMPLEMENTATION | 7 | 52 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 4 | 52 |
| DEVELOPMENT | 2 - FIRST CONTACT | 1 | 7 |
| DEVELOPMENT | 3 - PROPOSAL | 3 | 7 |
| DEVELOPMENT | 4 - WRITTEN AGREEMENT | 1 | 7 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 1 | 7 |
| DEVELOPMENT | 7 - TRACKING PERIOD | 1 | 7 |
| ONE-SHOT | 1 - IDENTIFIED OPPORTUNITY | 2 | 22 |
| ONE-SHOT | 2 - FIRST CONTACT | 6 | 22 |
| ONE-SHOT | 3 - PROPOSAL | 7 | 22 |
| ONE-SHOT | 4 - WRITTEN AGREEMENT | 2 | 22 |
| ONE-SHOT | 5 - IMPLEMENTATION | 4 | 22 |
| ONE-SHOT | 7 - TRACKING PERIOD | 1 | 22 |
| RE-ACTIVATION | 1 - IDENTIFIED OPPORTUNITY | 1 | 4 |
| RE-ACTIVATION | 2 - FIRST CONTACT | 1 | 4 |
| RE-ACTIVATION | 3 - PROPOSAL | 1 | 4 |
| RE-ACTIVATION | 5 - IMPLEMENTATION | 1 | 4 |
| TOTAL |  | 85 | 495 |

## Données pour l'Équipe : M.NAIM

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 79 | 108 |
| ACQUISITION | 3 - PROPOSAL | 1 | 108 |
| ACQUISITION | 5 - IMPLEMENTATION | 20 | 108 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 8 | 108 |
| DEVELOPMENT | 5 - IMPLEMENTATION | 6 | 10 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 4 | 10 |
| TOTAL |  | 118 | 452 |

## Données pour l'Équipe : K.BELFASSI

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 16 | 71 |
| ACQUISITION | 2 - FIRST CONTACT | 19 | 71 |
| ACQUISITION | 3 - PROPOSAL | 7 | 71 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 5 | 71 |
| ACQUISITION | 5 - IMPLEMENTATION | 13 | 71 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 10 | 71 |
| ACQUISITION | 7 - TRACKING PERIOD | 1 | 71 |
| DEVELOPMENT | 4 - WRITTEN AGREEMENT | 2 | 11 |
| DEVELOPMENT | 5 - IMPLEMENTATION | 1 | 11 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 4 | 11 |
| DEVELOPMENT | 7 - TRACKING PERIOD | 4 | 11 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 5 | 57 |
| ONE-SHOT | 7 - TRACKING PERIOD | 52 | 57 |
| RE-ACTIVATION | 2 - FIRST CONTACT | 2 | 19 |
| RE-ACTIVATION | 3 - PROPOSAL | 8 | 19 |
| RE-ACTIVATION | 4 - WRITTEN AGREEMENT | 2 | 19 |
| RE-ACTIVATION | 5 - IMPLEMENTATION | 1 | 19 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 5 | 19 |
| RE-ACTIVATION | 7 - TRACKING PERIOD | 1 | 19 |
| TOTAL |  | 158 | 769 |

## Données pour l'Équipe : A.HARRAK

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 2 - FIRST CONTACT | 1 | 7 |
| ACQUISITION | 3 - PROPOSAL | 3 | 7 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 3 | 7 |
| DEVELOPMENT | 2 - FIRST CONTACT | 1 | 38 |
| DEVELOPMENT | 3 - PROPOSAL | 22 | 38 |
| DEVELOPMENT | 5 - IMPLEMENTATION | 1 | 38 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 14 | 38 |
| ONE-SHOT | 1 - IDENTIFIED OPPORTUNITY | 1 | 48 |
| ONE-SHOT | 2 - FIRST CONTACT | 1 | 48 |
| ONE-SHOT | 3 - PROPOSAL | 36 | 48 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 9 | 48 |
| ONE-SHOT | 8 - LOST OPPORTUNITY | 1 | 48 |
| RE-ACTIVATION | 3 - PROPOSAL | 1 | 3 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 2 | 3 |
| TOTAL |  | 96 | 419 |

## Données pour l'Équipe : Z.LAMMARI

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 2 | 22 |
| ACQUISITION | 2 - FIRST CONTACT | 3 | 22 |
| ACQUISITION | 3 - PROPOSAL | 4 | 22 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 6 | 22 |
| ACQUISITION | 5 - IMPLEMENTATION | 1 | 22 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 6 | 22 |
| DEVELOPMENT | 4 - WRITTEN AGREEMENT | 4 | 7 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 1 | 7 |
| DEVELOPMENT | 7 - TRACKING PERIOD | 2 | 7 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 8 | 14 |
| ONE-SHOT | 8 - LOST OPPORTUNITY | 6 | 14 |
| TOTAL |  | 43 | 181 |

## Données pour l'Équipe : H.MOUSSA

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 12 | 99 |
| ACQUISITION | 2 - FIRST CONTACT | 7 | 99 |
| ACQUISITION | 3 - PROPOSAL | 6 | 99 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 13 | 99 |
| ACQUISITION | 5 - IMPLEMENTATION | 16 | 99 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 43 | 99 |
| ACQUISITION | 7 - TRACKING PERIOD | 2 | 99 |
| RE-ACTIVATION | 1 - IDENTIFIED OPPORTUNITY | 3 | 23 |
| RE-ACTIVATION | 2 - FIRST CONTACT | 7 | 23 |
| RE-ACTIVATION | 4 - WRITTEN AGREEMENT | 3 | 23 |
| RE-ACTIVATION | 5 - IMPLEMENTATION | 1 | 23 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 9 | 23 |
| TOTAL |  | 122 | 808 |

## Données pour l'Équipe : A.FENNICH

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 3 - PROPOSAL | 2 | 15 |
| ACQUISITION | 5 - IMPLEMENTATION | 5 | 15 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 8 | 15 |
| DEVELOPMENT | 2 - FIRST CONTACT | 1 | 11 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 9 | 11 |
| DEVELOPMENT | 7 - TRACKING PERIOD | 1 | 11 |
| ONE-SHOT | 2 - FIRST CONTACT | 3 | 35 |
| ONE-SHOT | 3 - PROPOSAL | 3 | 35 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 17 | 35 |
| ONE-SHOT | 7 - TRACKING PERIOD | 9 | 35 |
| ONE-SHOT | 8 - LOST OPPORTUNITY | 3 | 35 |
| RE-ACTIVATION | 2 - FIRST CONTACT | 1 | 3 |
| RE-ACTIVATION | 5 - IMPLEMENTATION | 1 | 3 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 1 | 3 |
| TOTAL |  | 64 | 262 |

## Données pour l'Équipe : H.TARIB

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 6 | 52 |
| ACQUISITION | 2 - FIRST CONTACT | 7 | 52 |
| ACQUISITION | 3 - PROPOSAL | 4 | 52 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 2 | 52 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 33 | 52 |
| DEVELOPMENT | 6 - FIRST SHIPMENT / CLOSED WON | 8 | 8 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 18 | 24 |
| ONE-SHOT | 7 - TRACKING PERIOD | 6 | 24 |
| RE-ACTIVATION | 3 - PROPOSAL | 1 | 7 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 6 | 7 |
| TOTAL |  | 91 | 330 |

## Données pour l'Équipe : A.ELOSSAMI

|  |  |  |  |
| --- | --- | --- | --- |
| OPPORTUNITY TYPE | PREVIOUS PIPELINE STAGE | COUNT | SUM |
| ACQUISITION | 1 - IDENTIFIED OPPORTUNITY | 9 | 34 |
| ACQUISITION | 2 - FIRST CONTACT | 2 | 34 |
| ACQUISITION | 3 - PROPOSAL | 15 | 34 |
| ACQUISITION | 4 - WRITTEN AGREEMENT | 2 | 34 |
| ACQUISITION | 6 - FIRST SHIPMENT / CLOSED WON | 6 | 34 |
| ONE-SHOT | 3 - PROPOSAL | 11 | 14 |
| ONE-SHOT | 6 - FIRST SHIPMENT / CLOSED WON | 1 | 14 |
| ONE-SHOT | 7 - TRACKING PERIOD | 2 | 14 |
| RE-ACTIVATION | 1 - IDENTIFIED OPPORTUNITY | 8 | 22 |
| RE-ACTIVATION | 3 - PROPOSAL | 4 | 22 |
| RE-ACTIVATION | 4 - WRITTEN AGREEMENT | 4 | 22 |
| RE-ACTIVATION | 5 - IMPLEMENTATION | 1 | 22 |
| RE-ACTIVATION | 6 - FIRST SHIPMENT / CLOSED WON | 4 | 22 |
| RE-ACTIVATION | 7 - TRACKING PERIOD | 1 | 22 |
| TOTAL |  | 70 | 344 |