

SALES PIPELINE ANALYSIS | Overview

Revenue

\$9.87M

Total Opportunities

7300

Success Rate

0.63

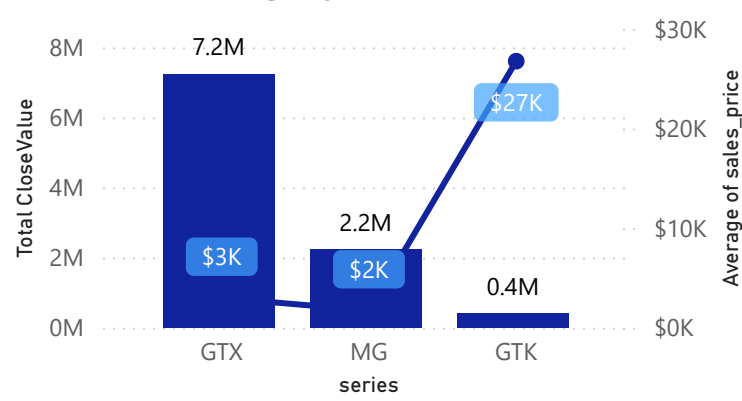
office_location

All

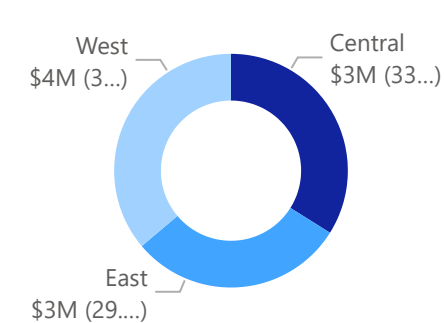
year_established

19802017

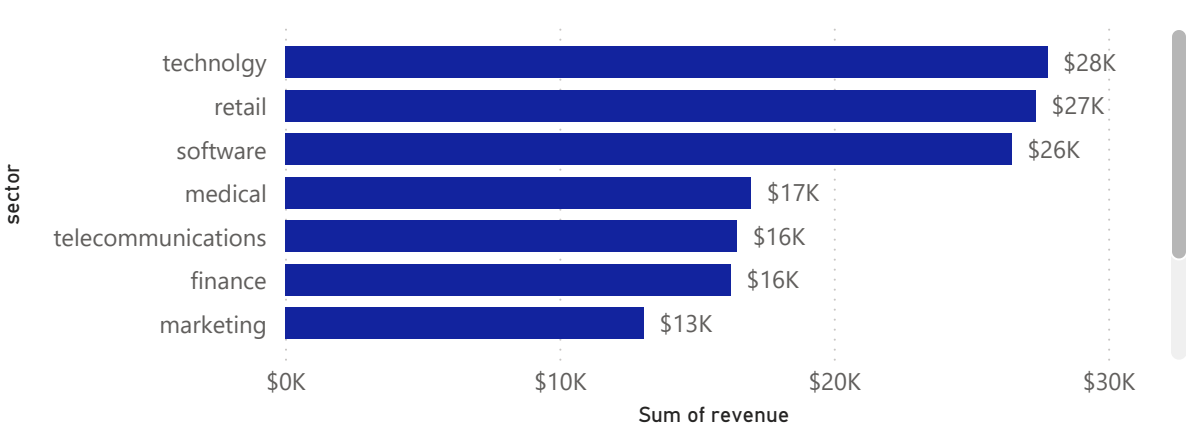
Product Pricing Dynamics



Revenue by Regional Office



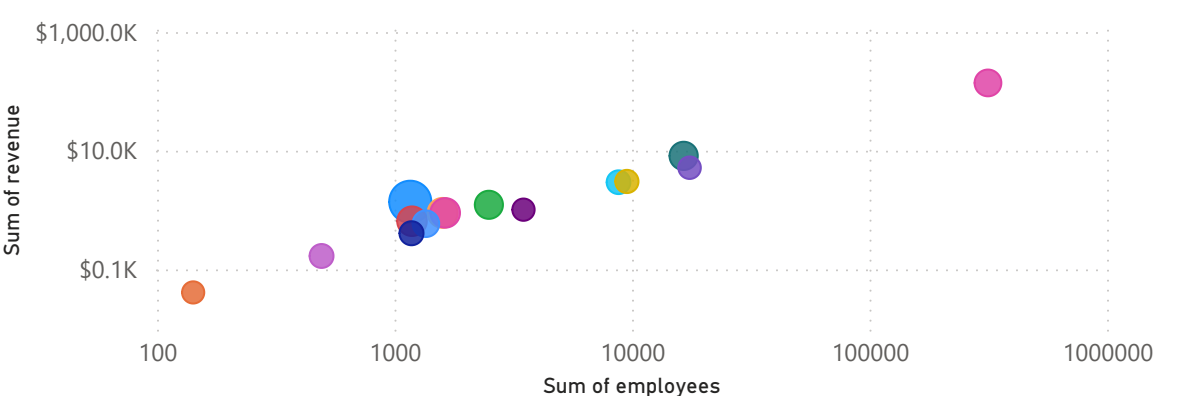
Sectorial Revenue Breakdown Over Time



Regional Growth Opportunities



Office Location and Revenue Correlation



SALES PIPELINE ANALYSIS | Sales Teams Performance

2017/Q1

2017/Q2

2017/Q3

2017/Q4

Top Sales Managers

Melvin Marxen

\$22,51,930

Rocco Neubert

\$19,60,545

Summer Sewald

\$19,64,750

Top Performing Sales Agents based on Sales

| Sales Agent | Sales | Won Deals | Share of total revenue |
|-----------------|-------------|-----------|------------------------|
| Darcel Schlecht | \$11,53,214 | 349 | 11.53 % |
| Vicki Laflamme | \$4,78,396 | 221 | 4.78 % |
| Kary Hendrixson | \$4,54,298 | 209 | 4.54 % |
| Cassey Cress | \$4,50,489 | 163 | 4.50 % |
| Donn Cantrell | \$4,45,860 | 158 | 4.46 % |

Lowest Performing Sales Agents based on Sales

| Sales Agent | Sales | Won Deals | Share of total revenue |
|-------------------|------------|-----------|------------------------|
| Violet Mcllelland | \$1,23,431 | 122 | 1.23 % |
| Wilburn Farren | \$1,57,640 | 55 | 1.58 % |
| Niesha Huffines | \$1,76,961 | 105 | 1.77 % |
| Versie Hillebrand | \$1,87,693 | 176 | 1.88 % |
| Lajuana Vencill | \$1,94,632 | 127 | 1.95 % |

Manager

All

Sales Agent

All

Region

☐ Central

☐ East

☐ West

Sales Agent Performance

| | | | | | | | | |
|-----------------------|---------------------|---------------------|------------------|--------|--------------------|--------------|---------------|--|
| West | | | | | East | | | |
| | | Maureen Marcan... | | | | | | |
| Vicki Laflamme ... | Zane Levy 430K | | | | | | | |
| | | Markita Hansen 3... | Eleas... | Hay... | | | | |
| | | | | | Cassey ... | Donn C... | Reed C... | |
| Kary Hendrixso... | James Ascenci... | Kami Bicknell 316K | Rosalina Diet... | | | | | |
| Central | | | | | | | | |
| | Gladys Colcloug... | Anna Snellin... | | | Corliss Cosme 4... | | | |
| | | | | | | Ros... | Ga... | |
| | Marty Freudenbu... | Cecily Lamp... | Laj... | Ve... | Daniell Hammac... | | | |
| | | | | | | Wilburn F... | | |
| Darcel Schlecht 1153K | Jonathan Berthel... | Moses Frase... | Niesha H... | | Boris Faz 262K | | Violet Mcl... | |

