Enterprise For Tech's sales activities

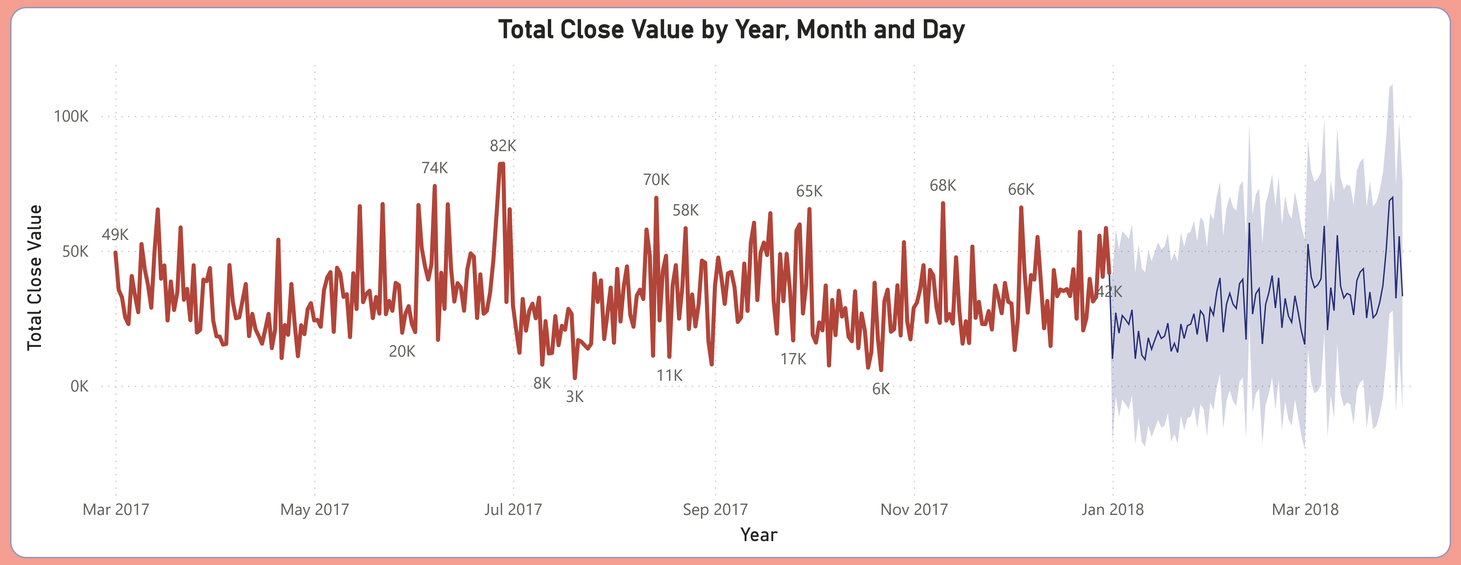
(This dashboard analyzes key metrics that impact the effectiveness of the B2B sales process of Enterprise For Tech (E4T), such as Total Close Value, Price Difference, etc. over time.)

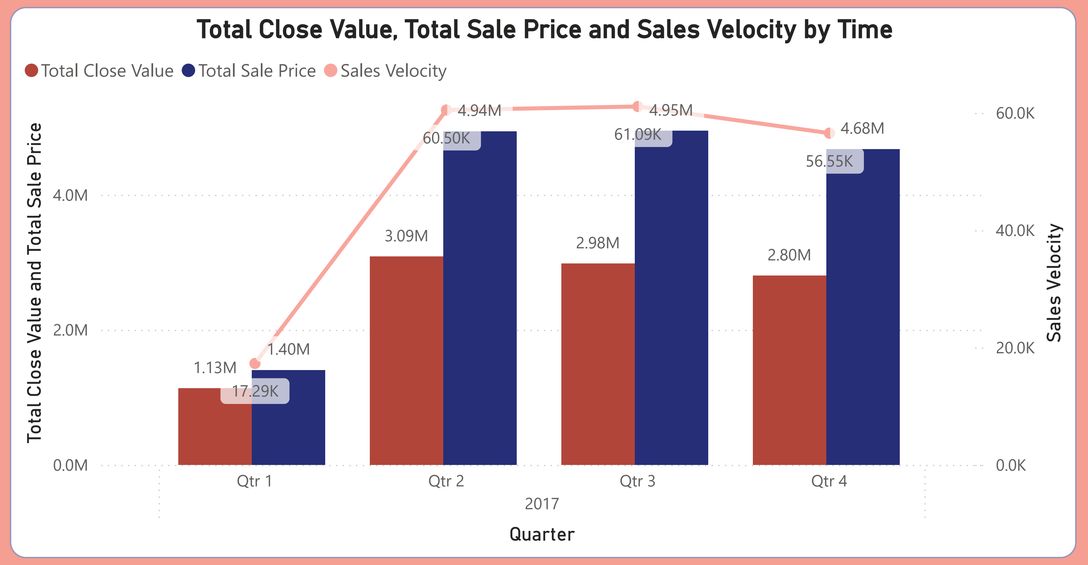
Product: All

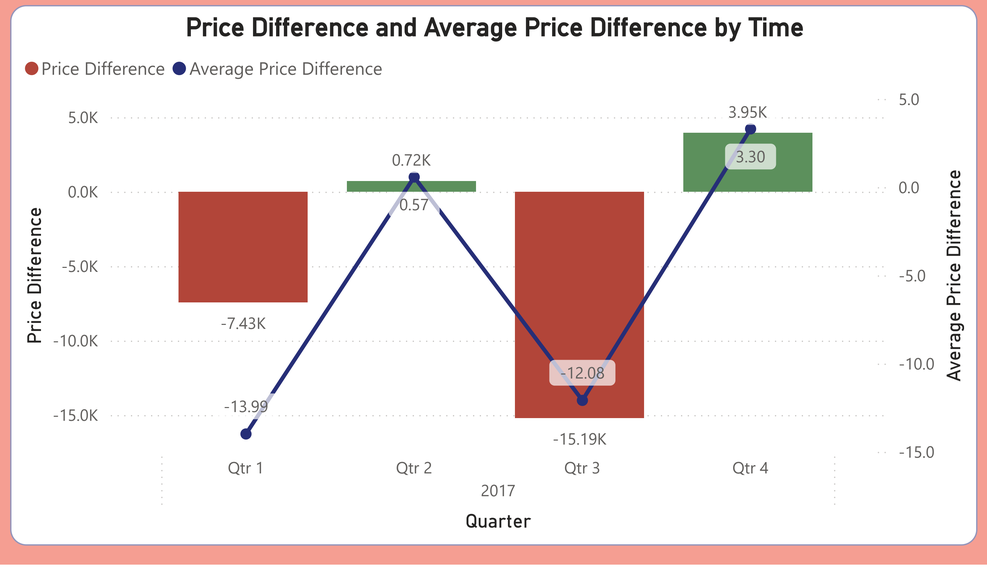
Sale Agent: All

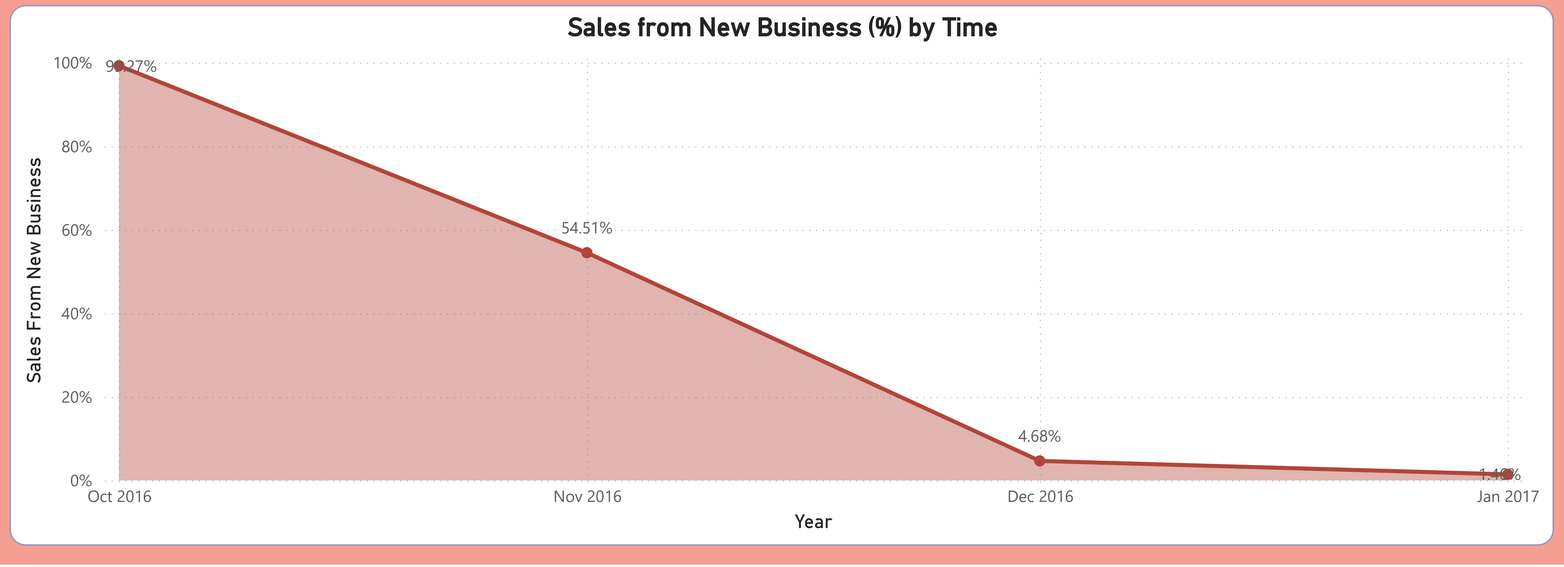
Select all | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4

Number of Orders	Total Close Value	Total Price Difference	Sales from New Customers	Sales Velocity
8800	10.01M	-17.95K	134.91K	193.22K









Enterprise For Tech's sales activities

(This dashboard will conduct a deeper analysis into the factors of the B2B sales process such as the deal stage and their respective proportions, the duration of engagement before a

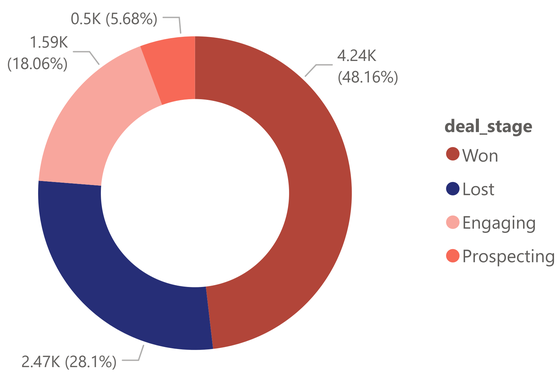
Product: All

Sale Agent: All

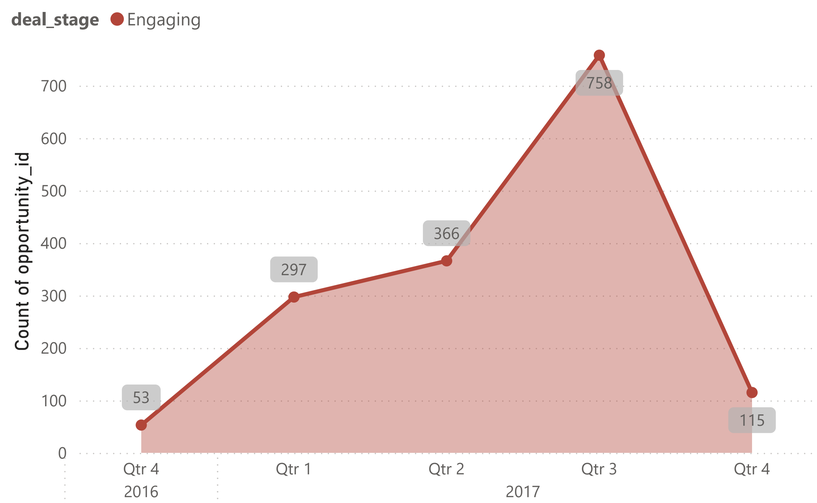
Select all | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4

Deal Stages	Number of Won Deals	Won Deals Rate	Average Number Of Days For A Won Deal
4	4238	63.15%	51.78

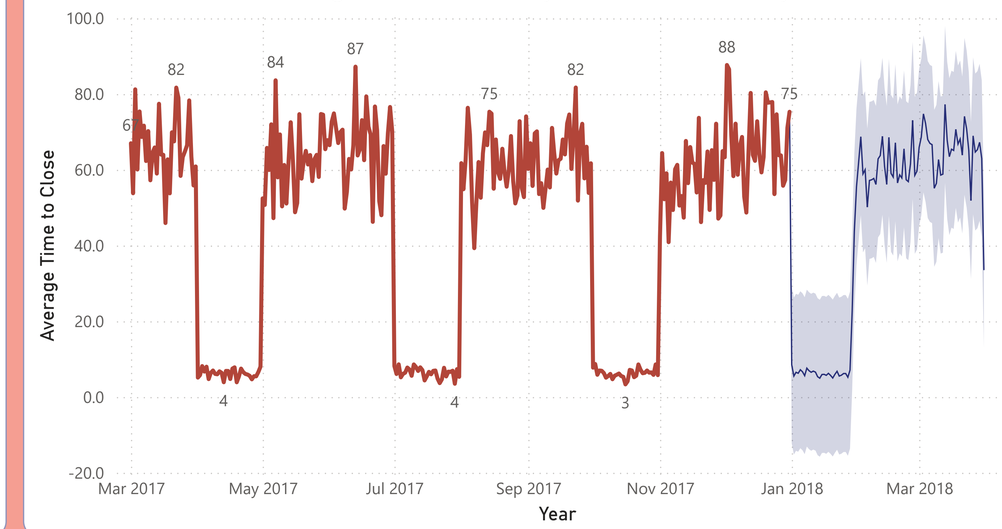
Deal Stage Proportion



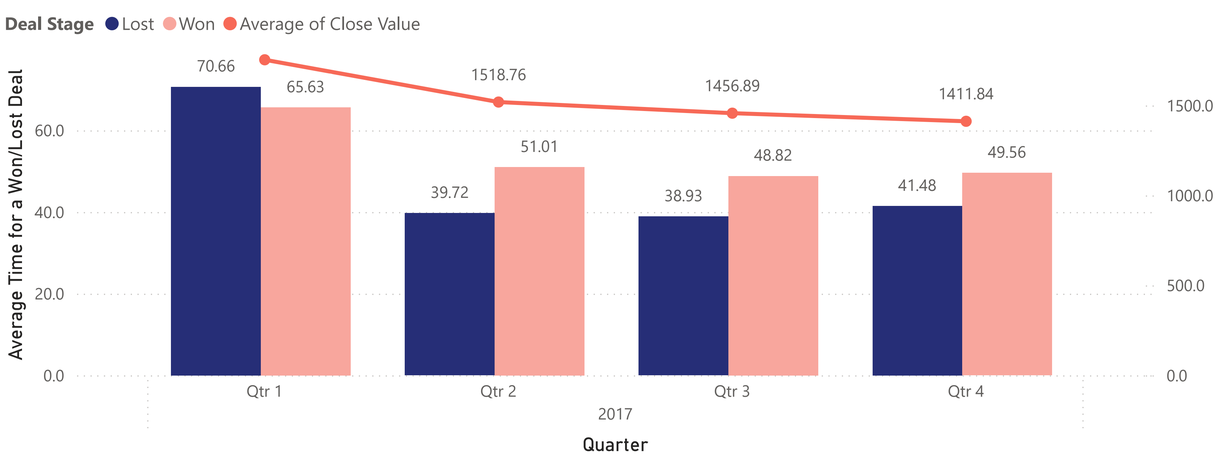
The number of Engage Deals by Time



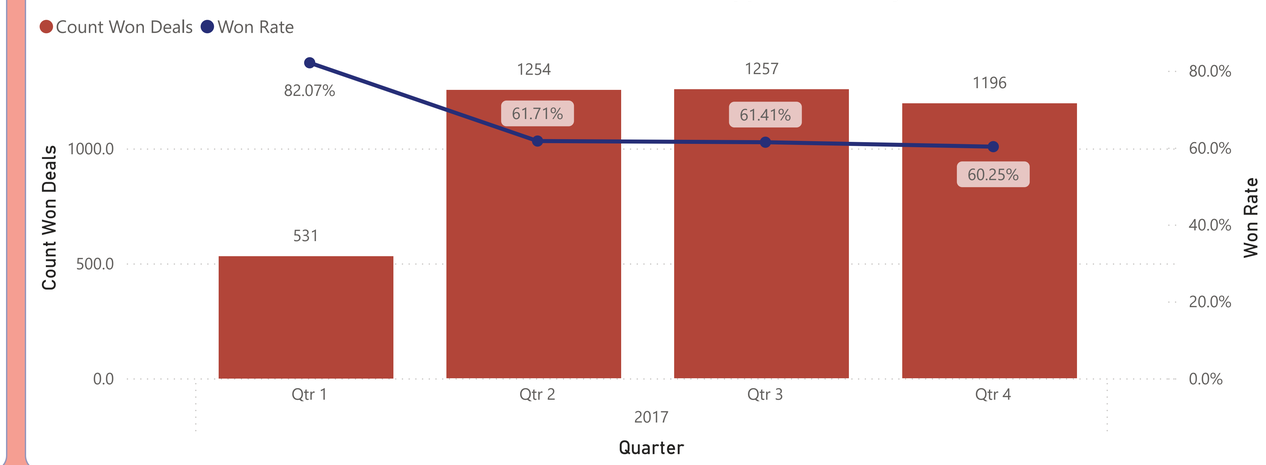
Average Time to Close by Year, Month and Day



Average Time for a Won/Lost Deal and Average Close Value by Time



Total of Won/Lost Deals and Won Opportunities by Time



Product Analysis

(This product analysis dashboard provides a comprehensive overview of the business's performance, including delivered orders, total close value, opportunities, won deals,..)

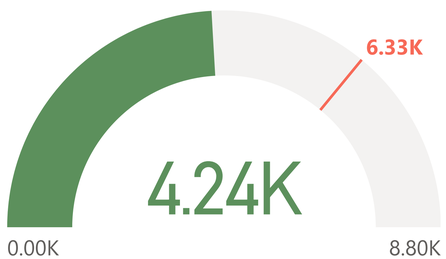
Product: All

Sale Agent: All

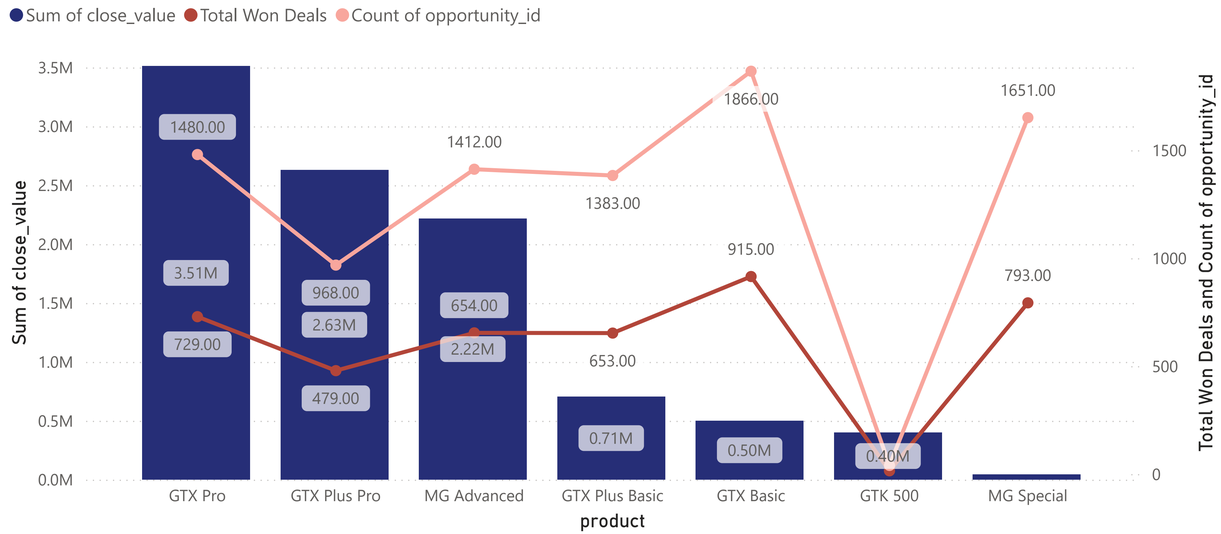
Select all | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4

Number of products	Number of series	Best Seller	Highest total won deals each product
7	3	GTX Basic	915

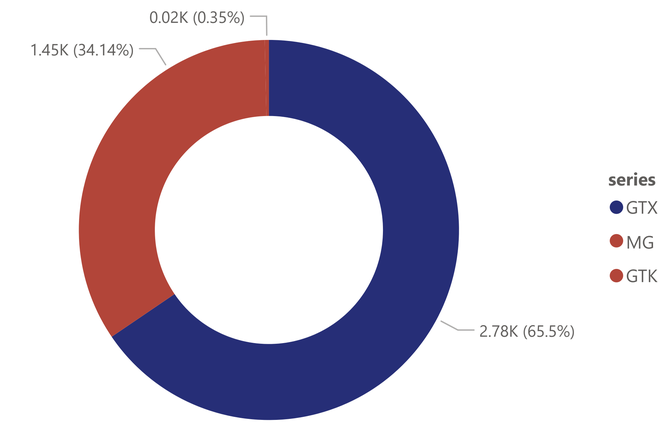
Delivered Orders by Total Orders



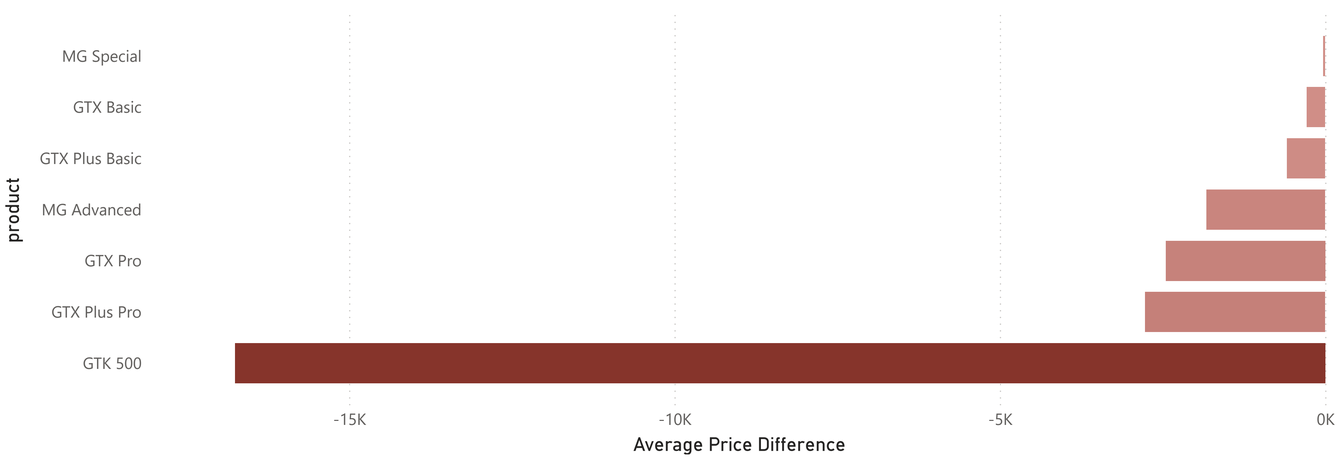
Total Close Value, Opportunity and Won Deals by Product



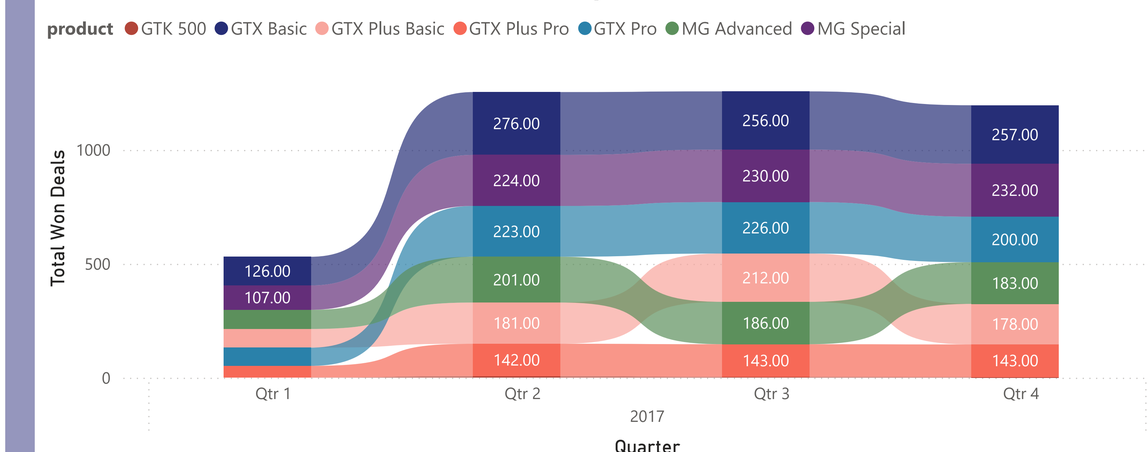
Total Close Value, Opportunity and Won Deals by Product



The correlation between The number of Not Cancelled Products and Gross Profit by Product Category



Total Won Deals by Product and Month



Account Analysis

(This dashboard analyzes economic metrics such as total close price, price difference,... according to factors related to the account company such as geographical location, parent company of that account,...)

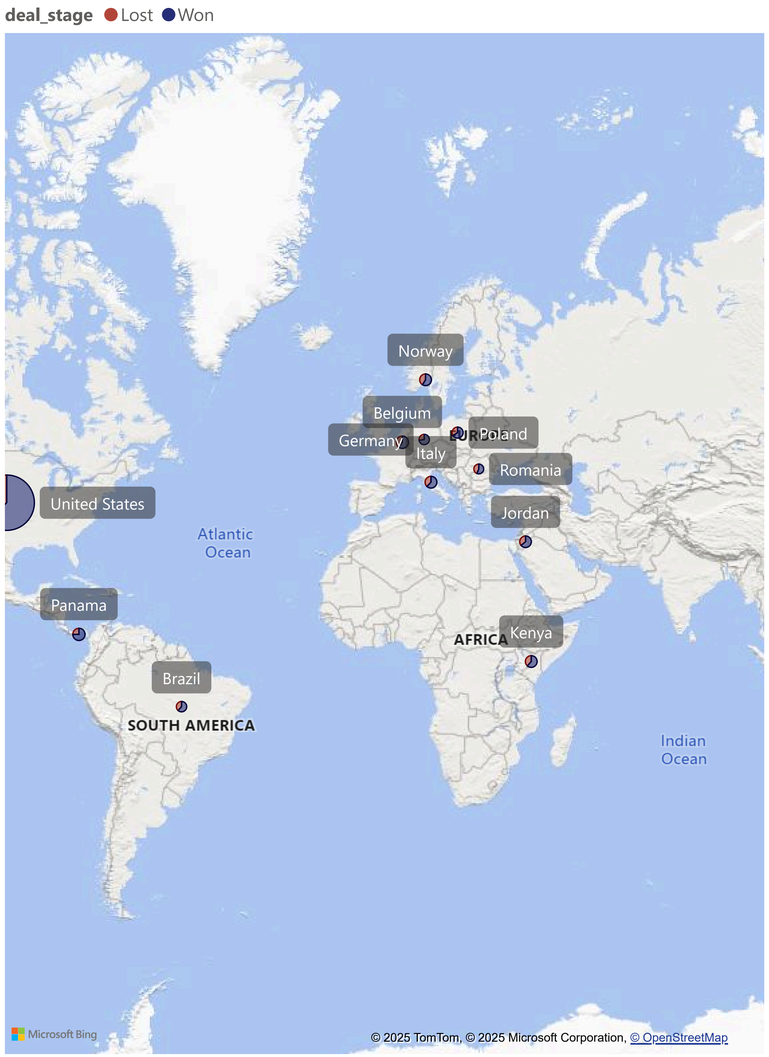
Product: All

Sale Agent: All

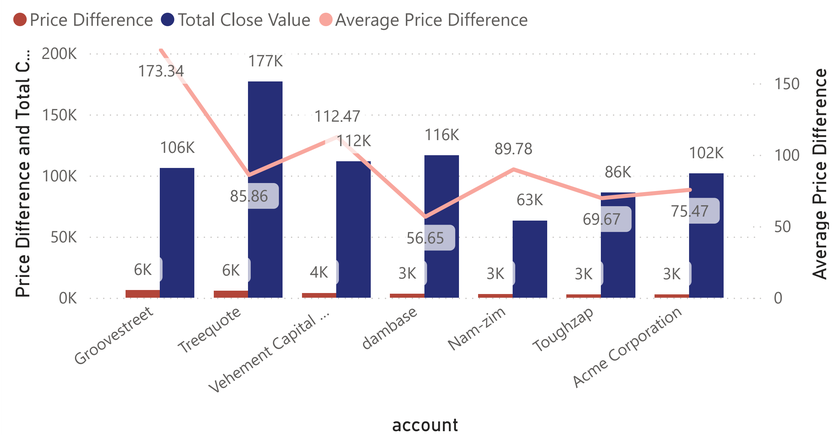
Select all | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4

Total accounts	Number of countries	Number of sectors	Average of Won Deals per Account	Average of Close Value per Account
85	15	10	49.86	117.71K

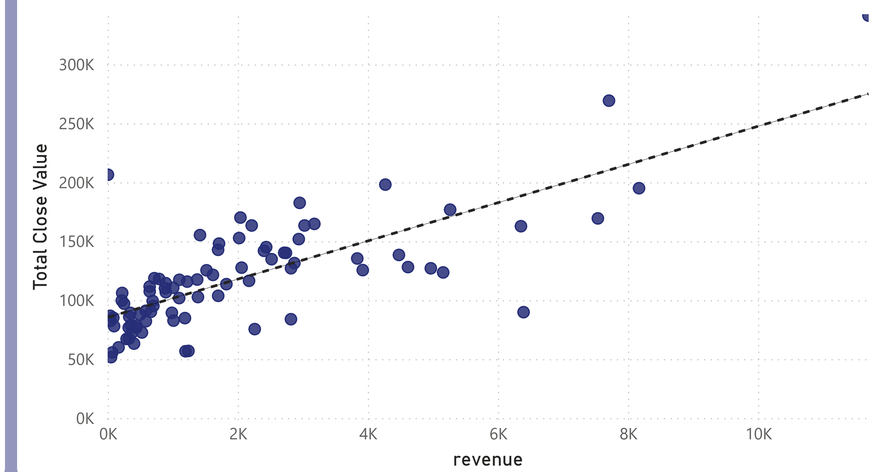
Count of Opportunity by Office location and Deal stage



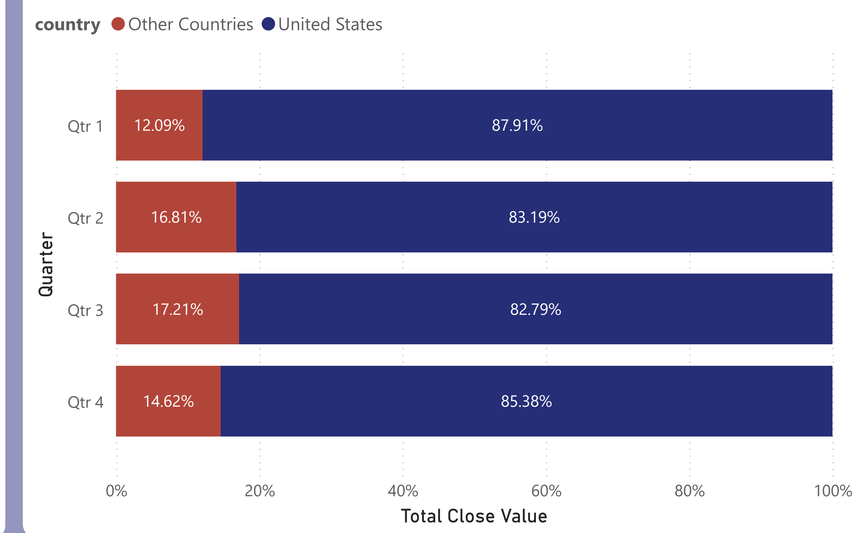
Price Difference, Total Close Value and Average Price Difference by Top 7 Accounts having highest Price Difference



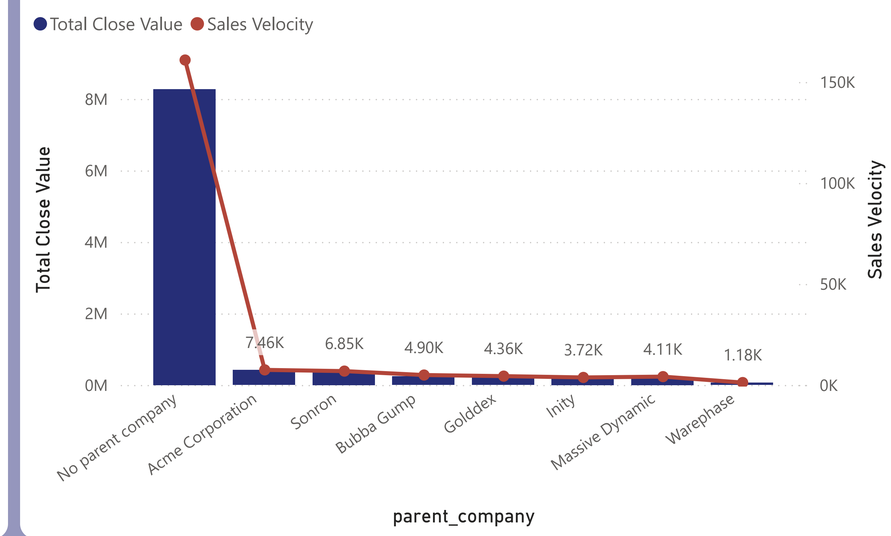
Total Close Value and First account by Revenue



Total Close Value by Quarter and Country



Total Close Value and Sales Velocity by Parent Company



Sales agent Analysis

(This dashboard visualizes sales performance, showing total won deals and close value by sales team, individual agent contributions, and sales velocity across regions. It provides a quick comparison of team and agent efficiency.)

Product: All

Sale Agent: All

Select all | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4

Sales Agent
35

Sales Team
6

Best Sales Agent
Darcel Schlecht

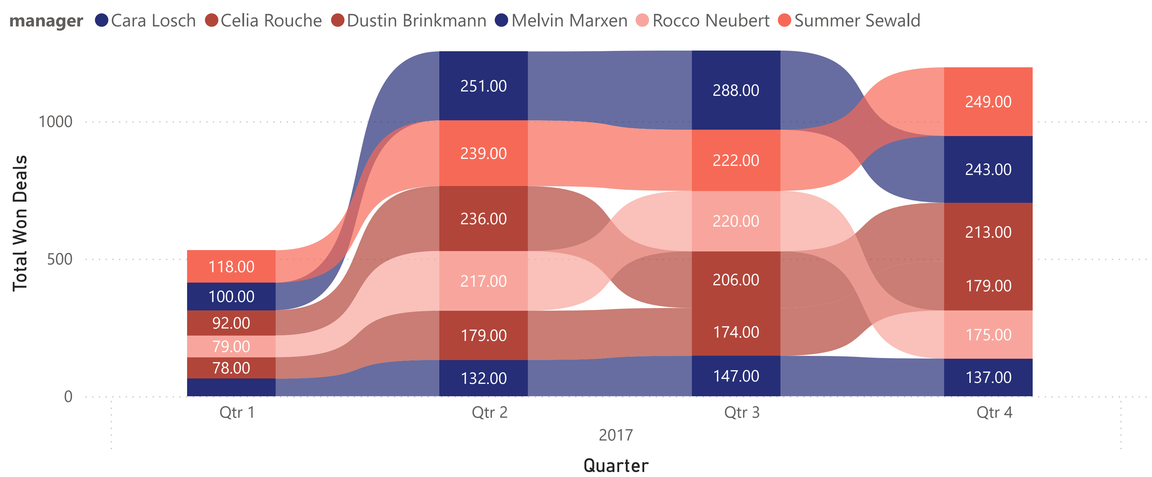
Best Total Close Value of one Sales Agent
1.15M

Central
11

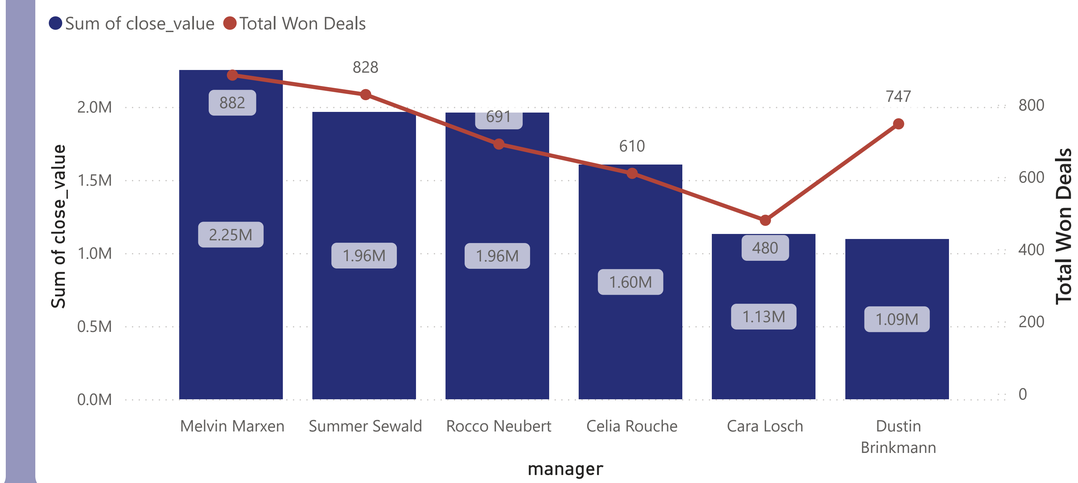
East
12

West
12

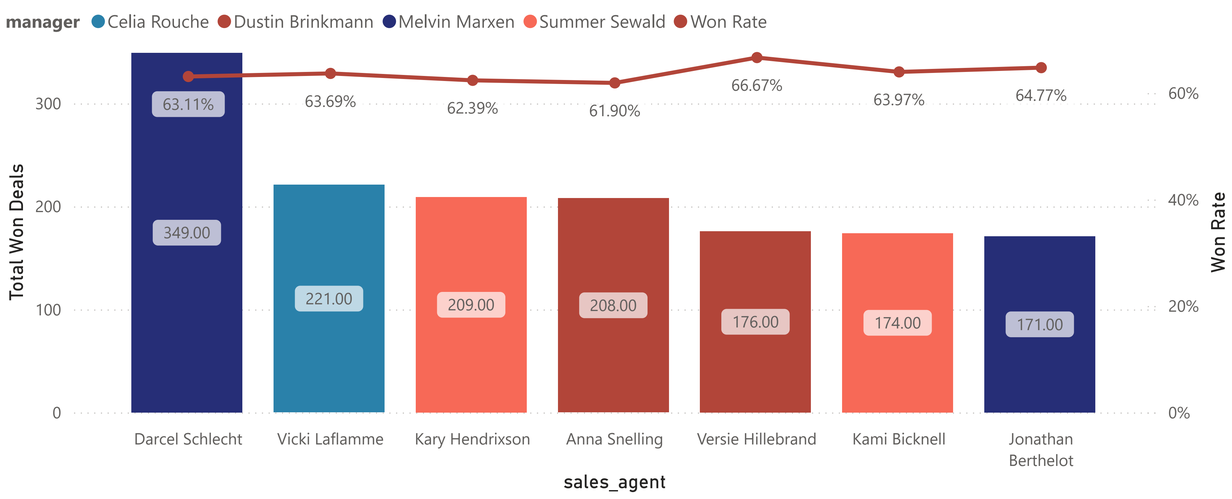
Total Won Deals by Month and Sales Team



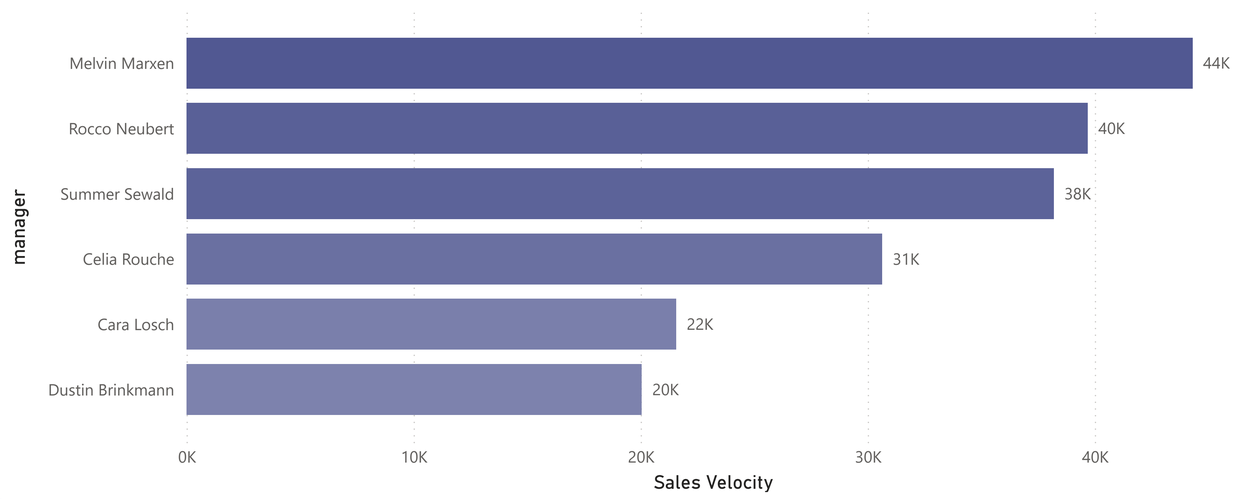
Total Close Value and Total Won Deals by Sale Team



Total Won Deals and Opportunity by Top 7 Sales Agent having highest Total Won Deals



Sale Velocity by Sales Team

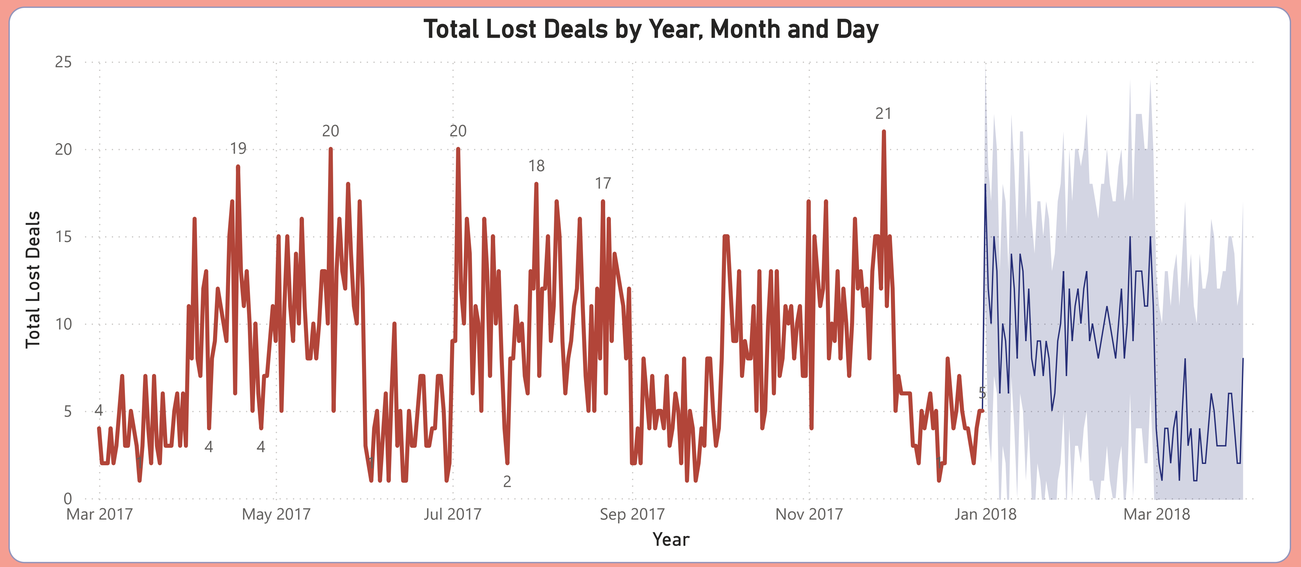
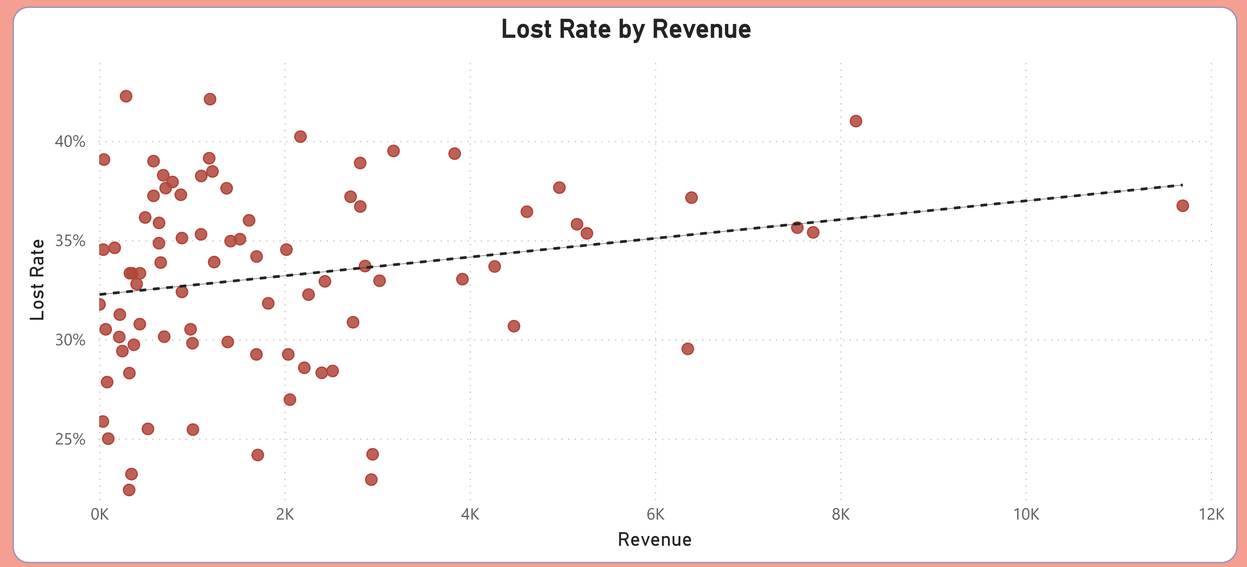
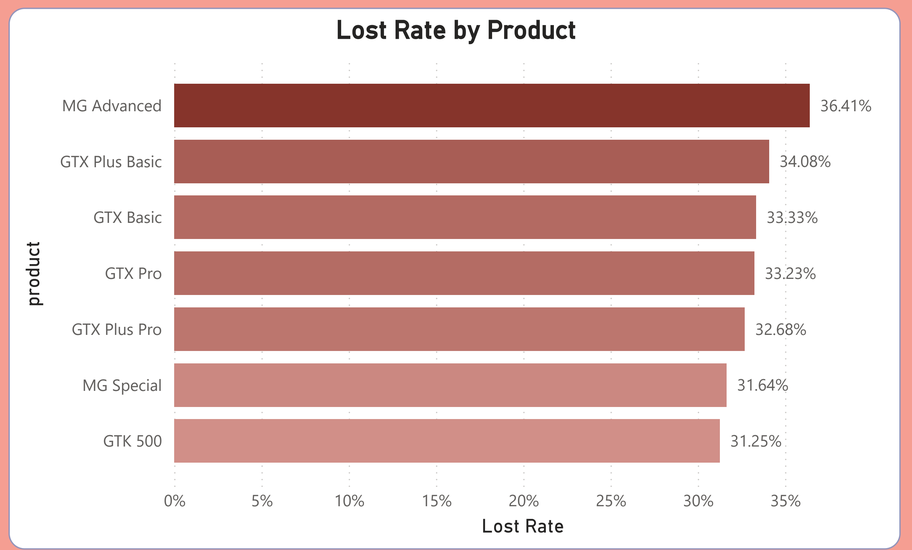
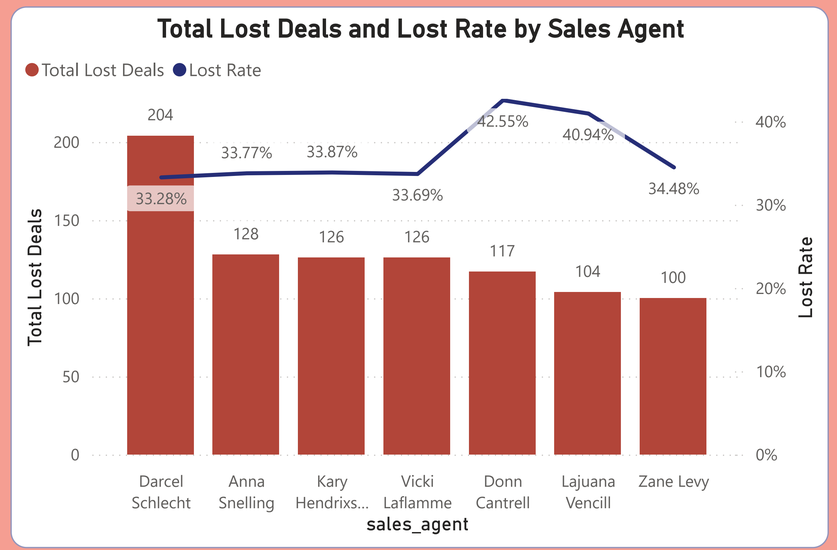


Lost Deal Analysis

(This dashboard analyzes failed transactions by revenue of account company, manager, sales agent and product. In addition, it also predicts revenue in the next quarter.)

Product: All

Sale Agent: All

Select all | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4

Total lost deals	Lost rate	Total sale price of the lost deals	Average Time to Close of Lost Deals
2473	28.10%	5.95M	41.48