

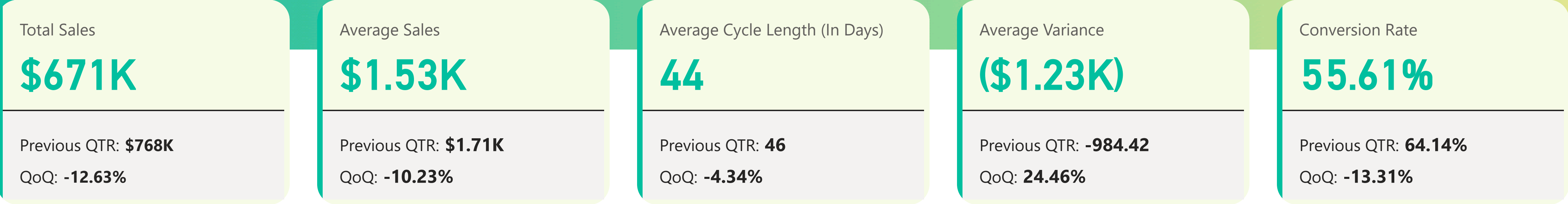
# QUARTERLY PERFORMANCE DASHBOARD

Select a sales manager

Melvin Marxen

to view performance of team for quarter

Q4



sales_agent	Total Sales	Average Sales	Average Cycle Length	Conversion %	Average Variance
Darcel Schlecht	\$358K	\$2.25K	41	59.12%	(\$1.63K)
Marty Freudenburg	\$104K	\$1.46K	38	54.93%	(\$1.03K)
Gladys Colclough	\$97K	\$1.25K	46	52.56%	(\$1.14K)
Jonathan Berthelot	\$70K	\$0.83K	48	54.76%	(\$0.87K)
Niesha Huffines	\$42K	\$0.93K	50	51.11%	(\$0.89K)

Product	Total Deals Initiated	Conversion %	Total Sales
GTX Pro	134	55.22%	\$356,648
GTX Plus Pro	40	67.50%	\$151,538
MG Advanced	52	51.92%	\$91,823
GTX Plus Basic	86	46.51%	\$44,136
GTX Basic	74	60.81%	\$24,970
MG Special	50	60.00%	\$1,673
GTK 500	1		\$0

# Total Sales Breakdown



Take a look at complete Total Sales Breakdown for Melvin Marxen's team for selected quarter

Choose a metric for breakdown

Avg Cycle Length

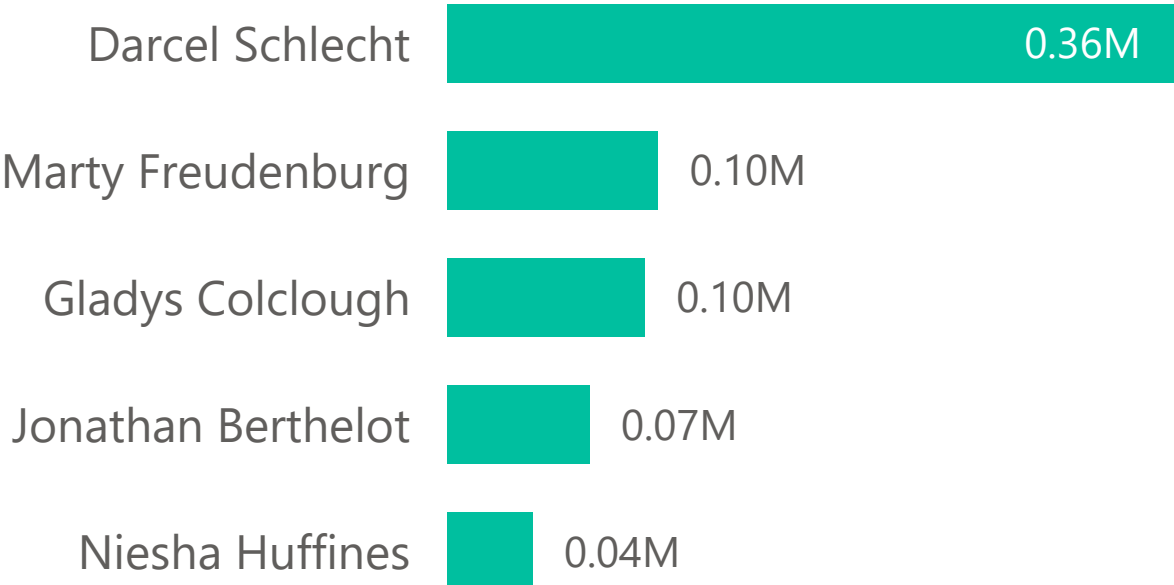
Avg Sales

Avg Variance

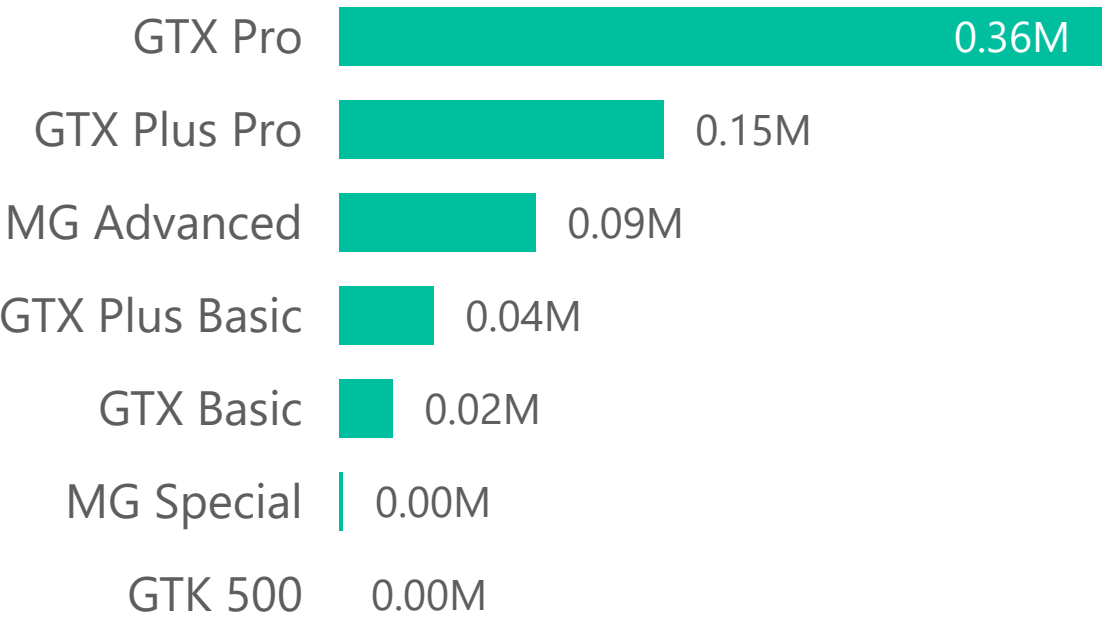
Conversion %

Total Sales

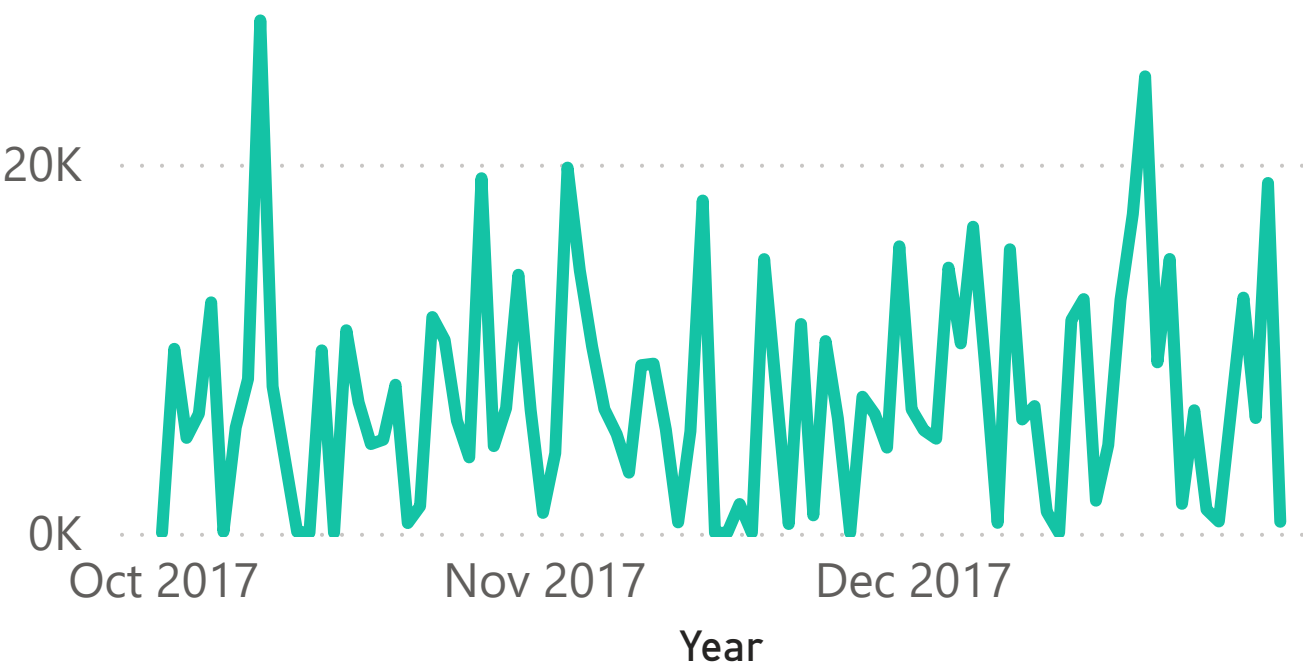
## By Sales Agent



## By Product

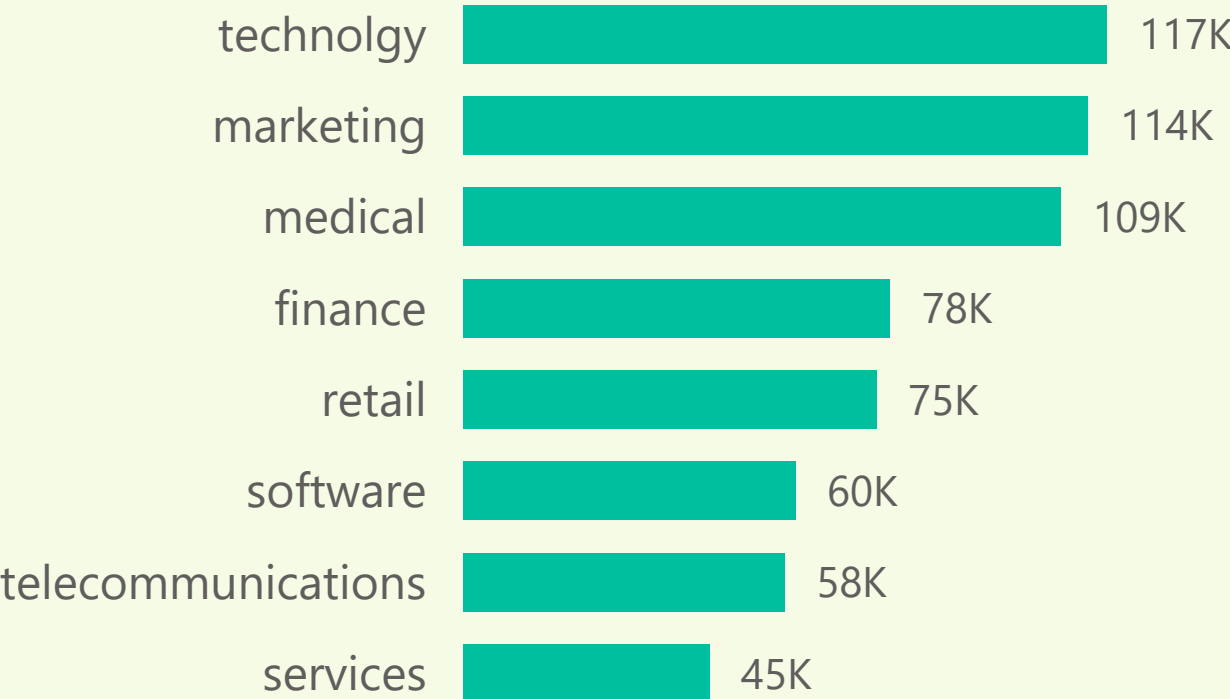


## By Close Date

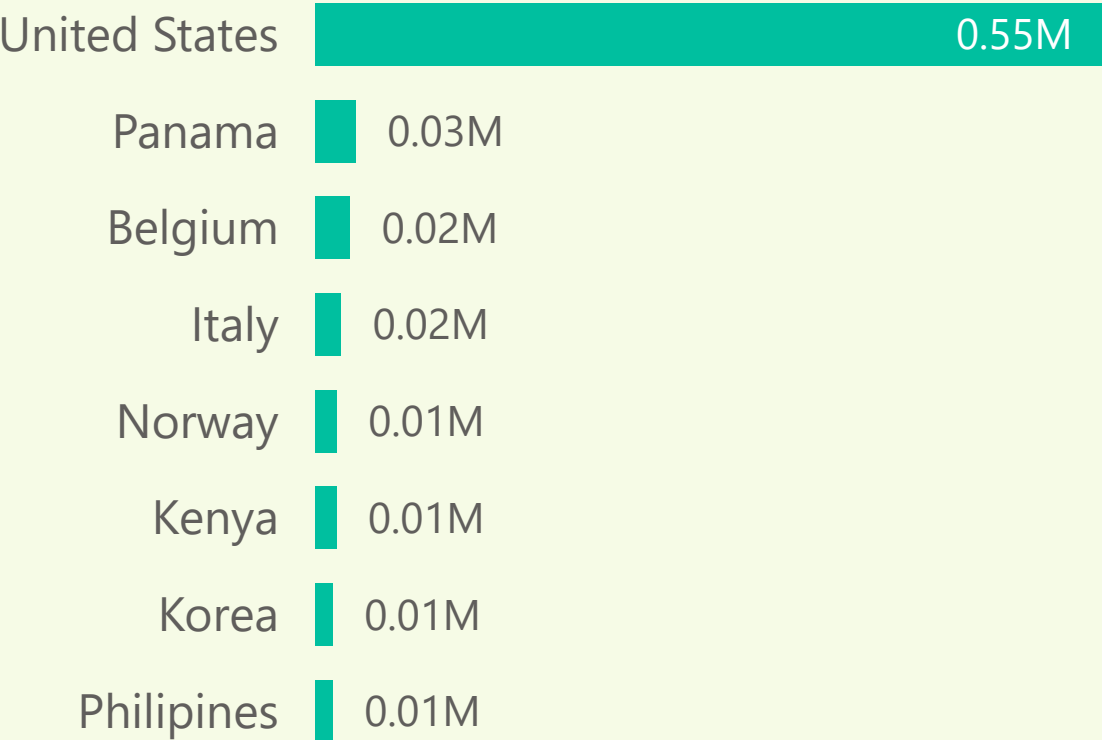


## BY ACCOUNT DEMOGRAPHICS

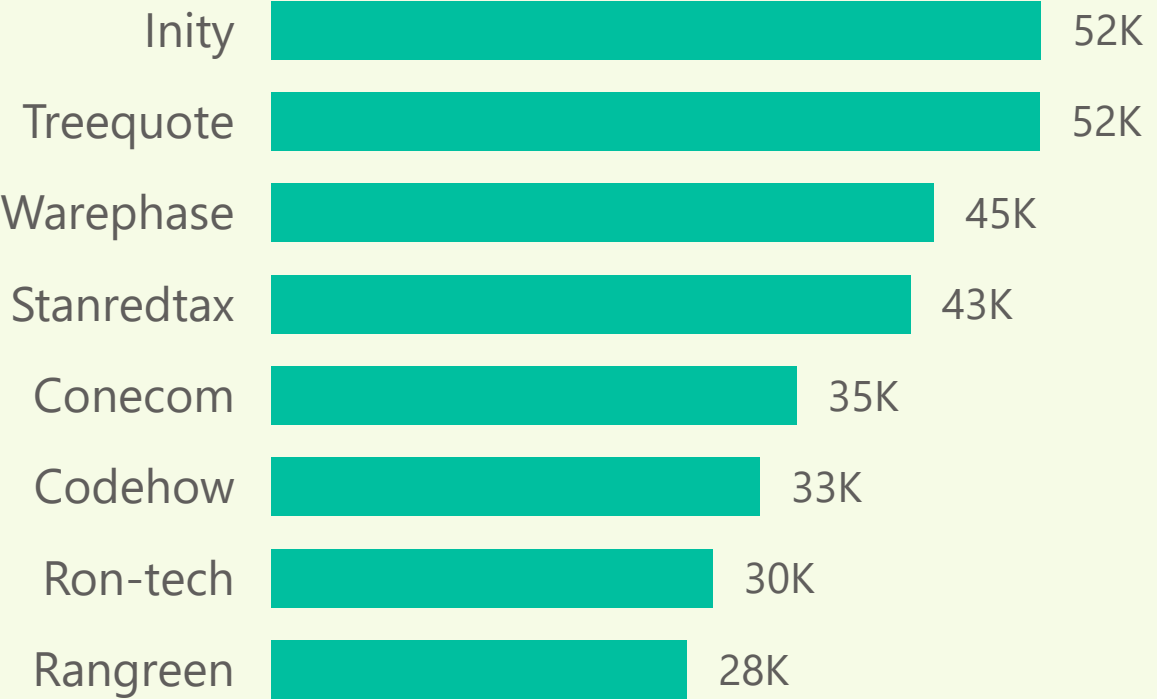
### By Sector



### By Office location



### By Account

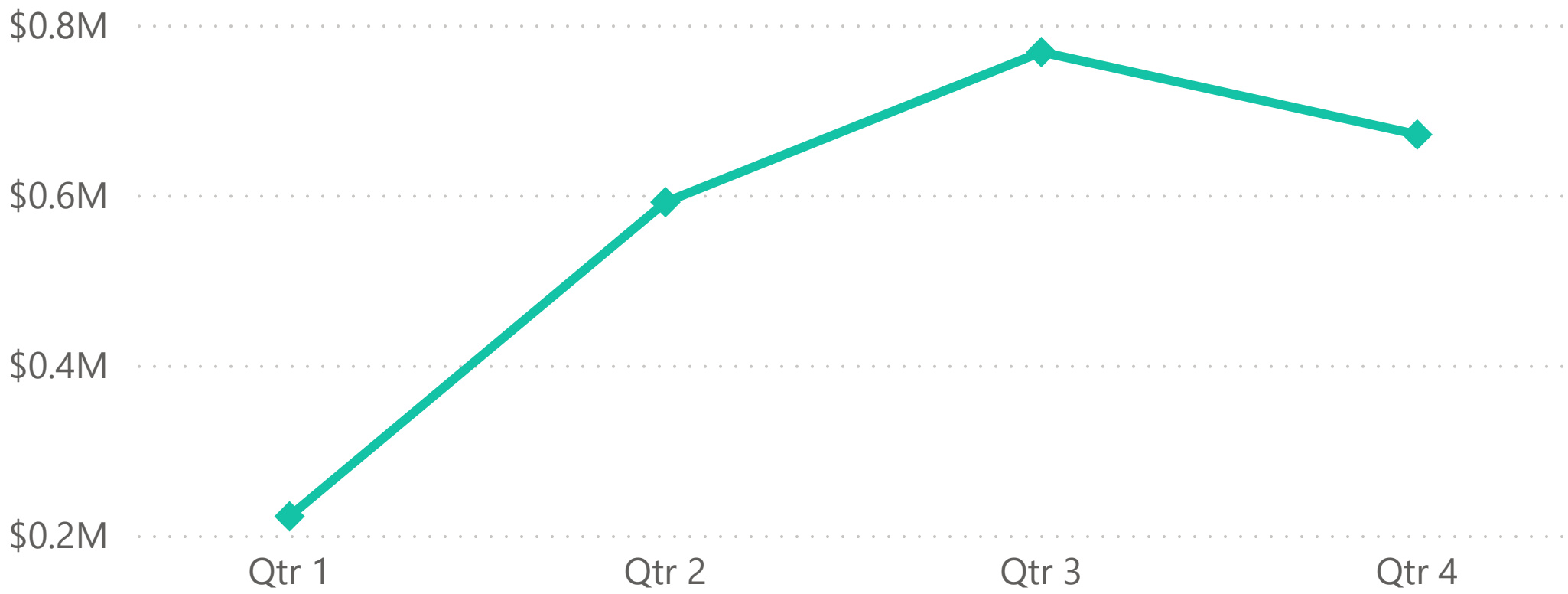


# PERFORMANCE TRENDS OVER TIME

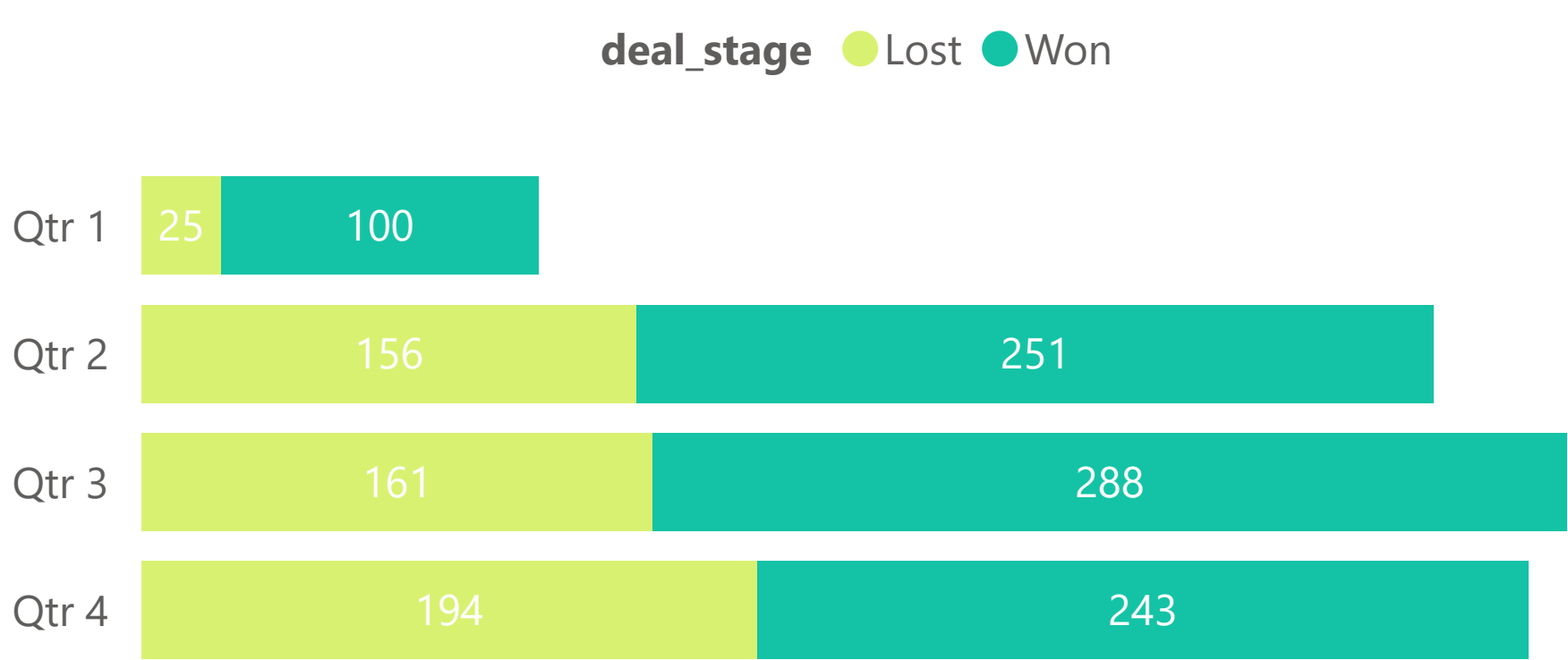


Take a look at quarterly performance of Melvin Marxen's team for selected quarter

Total Sales



Count of Deals Won & Lost



Performance Comparison: Product

product	Qtr 1	Qtr 2	Qtr 3	Qtr 4
GTX Basic	74.19%	65.48%	59.49%	60.81%
GTX Plus Basic	74.07%	71.83%	72.83%	46.51%
GTX Plus Pro	88.89%	63.89%	69.05%	67.50%
GTX Pro	72.41%	55.34%	60.63%	55.22%
MG Advanced	100.00%	50.00%	61.54%	51.92%

Performance Comparison: Sales Agent

