TechnoServe: Sales Pipeline Conversion

Column	Description
Opportunity ID	A unique identification number for the opportunity (Starts from 1)
Technology Primary	Type of solution offered to the customers: - ERP Implementation - Analytics - Technical Business Solutions - Legacy Modernization
City	Name of the city where the lead operates - Chennai - Mumbai - Kolkata - Bengaluru - Delhi - Hyderabad - Pune
B2B Sales Medium	The medium used to sell the product - Marketing - Enterprise Sellers - Online Leads - Tele Sales - Partners
Sales Velocity	Number of days spent in the sales stage
Opportunity Status	Whether the lead is successfully converted or lost (Won/Lost)
Sales Stage Iterations	Number of times the status of an opportunity changes (back and forwards)
Opportunity Size (USD)	Potential revenue from the opportunity
Client Revenue Sizing (USD)	Categorising the client based on their average quarterly revenue - 100K or less - 100K to 250K - 250K to 500K - 500K to 1M - More than 1M
Client Employee Sizing	TechnoServe employee man-hours involved with the client over the opportunity - 1K or less - 1K to 5K - 5K to 10K - 10K to 15K - 15K to 25K - More than 25K

Business from Client Last Year (USD)	Revenue generated from the client over the past year - 0 (No Business) - 0 - 25,000 - 25,000 - 50,000 - 50,000 - 100, 000 - More than 100, 000
Compete Intel	Whether there is any information on the competitor (Known / Unknown / None)
Opportunity Sizing (USD)	Categorising the client based on the potential revenue (Opportunity Size) - 10K or less - 10K to 20K - 20K to 30K - 30K to 40K - 40K to 50K - 50K to 60K - More than 60K