INNOMATRICS TECHNOLOGIES

CALENDER MONTH [   ]   NAME [   ]

DEPARTMENT [   ]   E. ID [   ]

CRM Projects Signed up	OFF-Line Projects Signed up	Referrals/Old Customer Projects Signed up

Project in Pipeline

[   ]

NO OF NEW CUSTOMERS MET	[ ]	TOTAL NO OF QUOTATIONS SENT	[ ]
NO OF PROFORMA INVOICES RAISED	[ ]	OLD PROFORMA RE-SUBMITTED	[ ]
NO OF ADVANCE RECEIPTS COUNT	[ ]	PF TO INVOICE CONVERSION	[ ]

Week 1

MON	TUES	WEDNES	THURS	FRI	SAT	SUN

MEETINGS

	MON	TUES	WEDNES	THURS	FRI	SAT	SUN
NEW CUST							
OLD CUST							
QUOTES SENT							
SALES							
REVENUE GEN	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N

Week 2

MON	TUES	WEDNES	THURS	FRI	SAT	SUN

MEETINGS

	MON	TUES	WEDNES	THURS	FRI	SAT	SUN
NEW CUST							
OLD CUST							
QUOTES SENT							
SALES							
REVENUE GEN	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N	☐ Y ☐ N

MON

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

TUES

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

WEDNES

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

THURS

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

FRI

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

SAT

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

SUN

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

MON

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

TUES

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

WEDNES

MEETINGS

NEW CUST

OLD CUST

QUOTES SENT

SALES

REVENUE GEN ☐ Y ☐ N

THURS

MEETINGS

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QUOTES SENT

SALES

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