

SALES PIPELINE ANALYSIS | Overview

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2016/Q4

2017/Q1

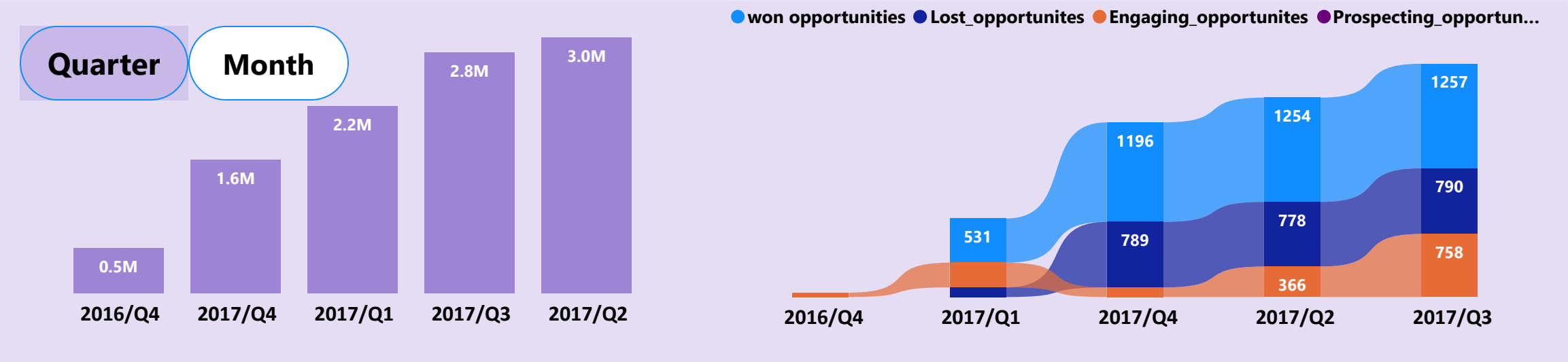
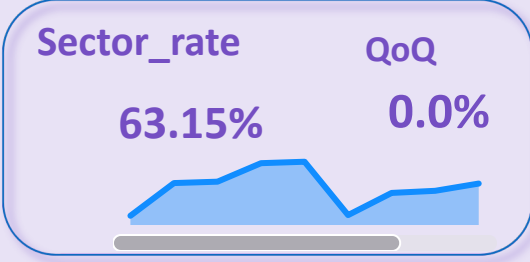
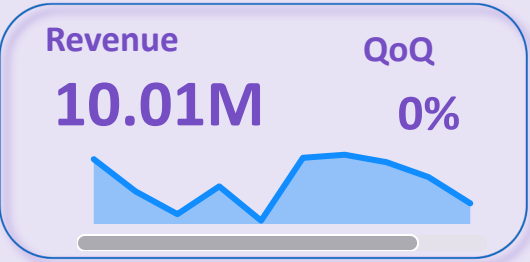
2017/Q2

2017/Q3

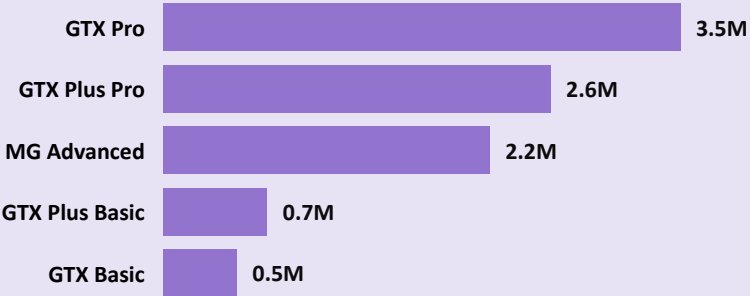
2017/Q4

Series

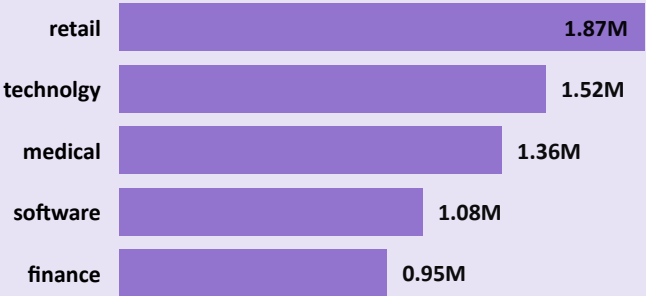
G G M



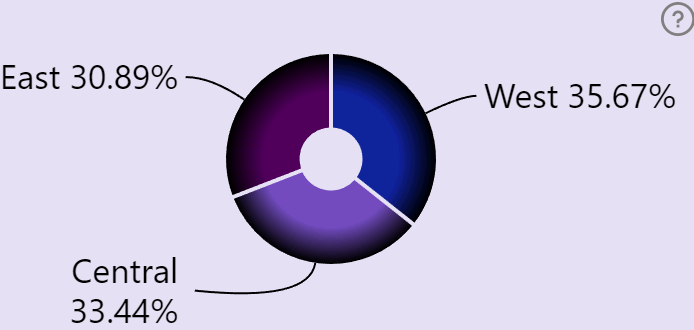
Top 5 Products based on Revenue



Top 5 Sector based on Revenue



Revenue Dist. by Regional Office



SALES PIPELINE ANALYSIS | Product

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2016/Q4

2017/Q1

2017/Q2

2017/Q3

2017/Q4

Top_salling_product

GTX Pro
35,10,578.00

Top_winning_prod

GTX Basic
915

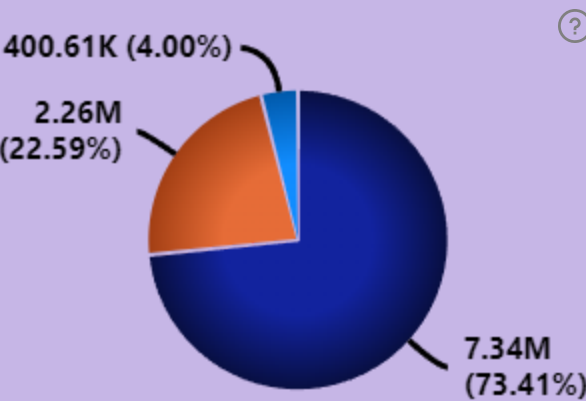
Highest_succes_rate

MG Special
65%

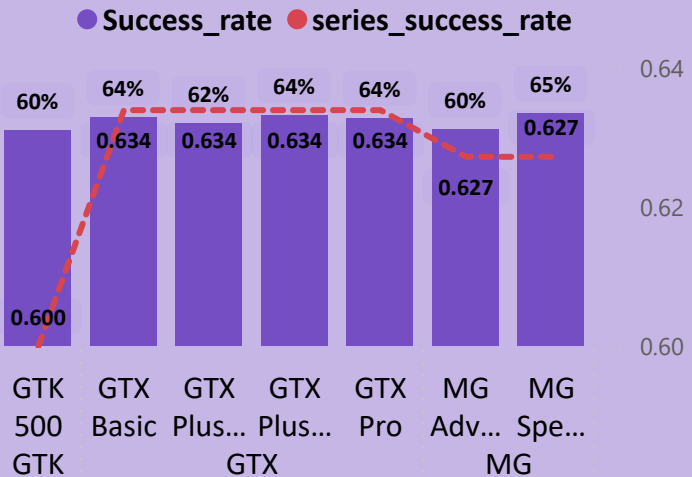
Fastest_sale_cycle

GTK 500
53.72

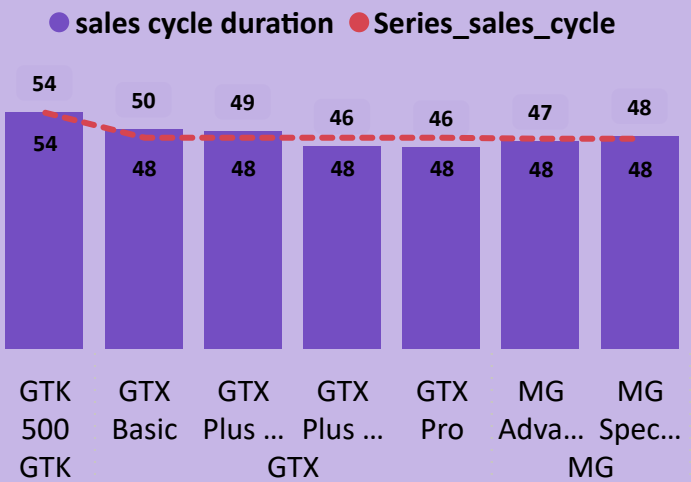
revenue by series



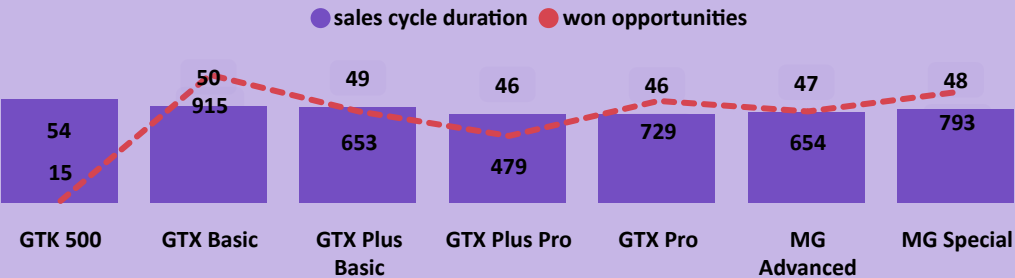
Product_success_rate compare to series



Product_sale_cycle days compare to series



Revenue of won oppotuni by product



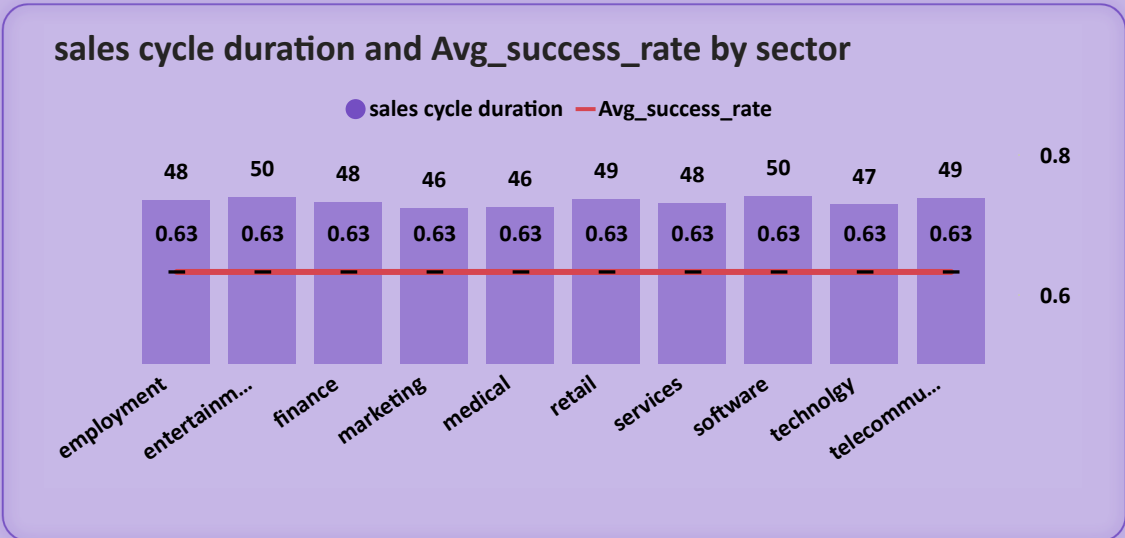
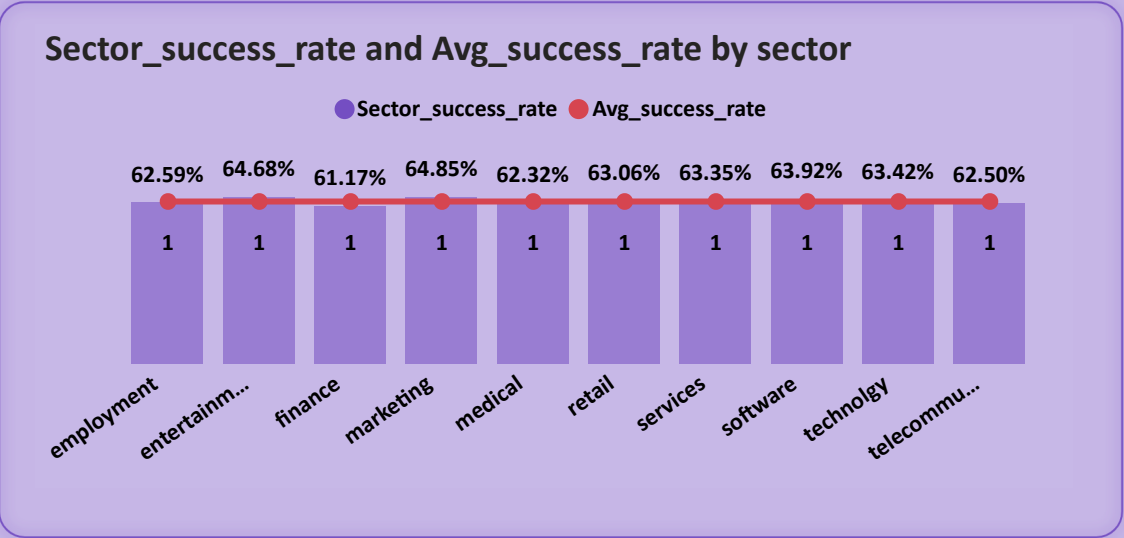
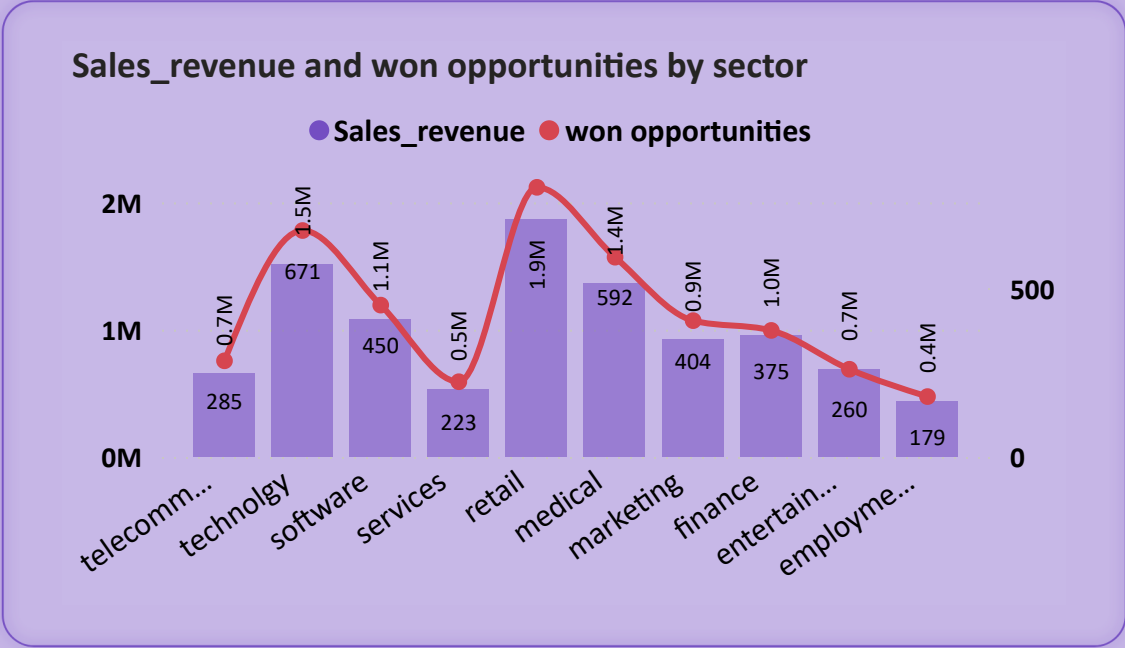
product_name sales_price Avg_revenue Difference_pct

MG Special	55	55.19	0.35%
MG Advanced	3393	3,388.97	-0.12%
GTX Pro	4821	4,815.61	-0.11%
GTX Plus Pro	5482	5,489.88	0.14%

SALES PIPELINE ANALYSIS | Market_Reserach



85 Account	10 Sector	15 Countries
Top 3 Accounts	Top 3 Sectors	Top 3 Countries
Condax 2,06,410.00	medical 13,59,595.00	Jordan 1,63,339.00
Kan-code 3,41,455.00	retail 18,67,528.00	Korea 1,94,957.00
Konex 2,69,245.00	technolgy 15,15,487.00	United States 84,26,955.00



SALES PIPELINE ANALYSIS | Sales_Team_Performance

Top_Sales_manager

Melvin Marxen

22,51,930.00

Sales_revenue

Rocco Neubert

19,60,545.00

Sales_revenue

Summer Sewald

19,64,750.00

Sales_revenue

Bottom_Performing_sales_agents_base_on_sale

sales_agent	Sales	Won_Deal	Share_Total_Revenue
Darcel Schlecht	11,53,214.00	349	11.53%
Vicki Laflamme	4,78,396.00	221	4.78%
Kary Hendrixson	4,54,298.00	209	4.54%
Cassey Cress	4,50,489.00	163	4.50%
Donn Cantrell	4,45,860.00	158	4.46%

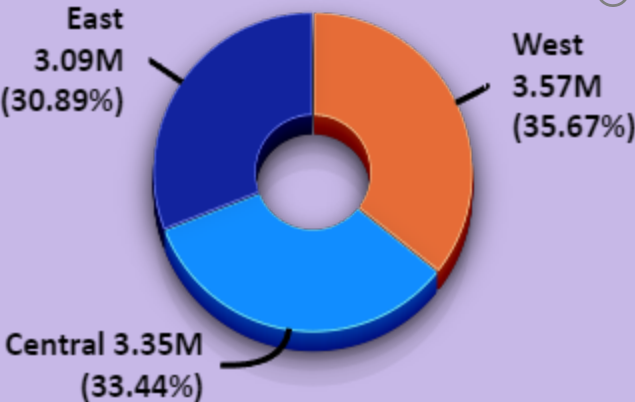
Top_performing_sales_agents_base on_sale

sales_agent	Sales	Won_Deals	Share_Reven
Violet Mcllelland	1,23,431.00	122	1.23%
Wilburn Farren	1,57,640.00	55	1.58%
Niesha Huffines	1,76,961.00	105	1.77%
Versie Hillebrand	1,87,693.00	176	1.88%
Lajuana Vencill	1,94,632.00	127	1.95%

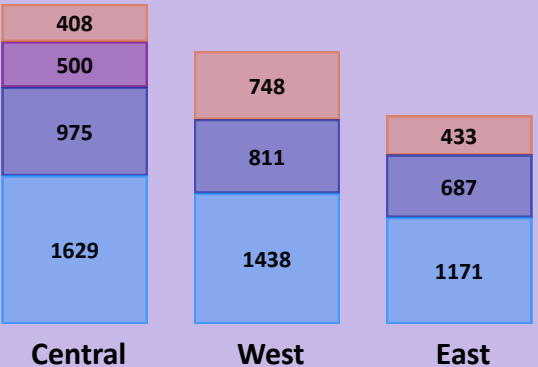
Regional Office

Office Manager

Sales Agents



won op... Lost_op... Engagi... Prospecti...



Back Zoom-out

Lin ?

