

Actual Sales vs Sales Target

2022

2023

Jan

Mar

May

Jul

Sep

Nov

Feb

Apr

Jun

Aug

Oct

Dec

Customer Segment

All

Product Name

All

Sales Team

☐ Team Alpha

☐ Team Beta

☐ Team Gamma

2.67M

_Sales Amount

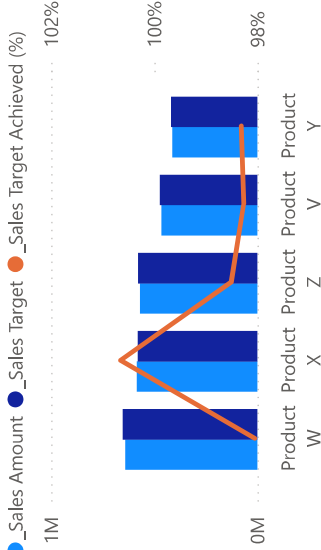
2.70M

_Sales Target

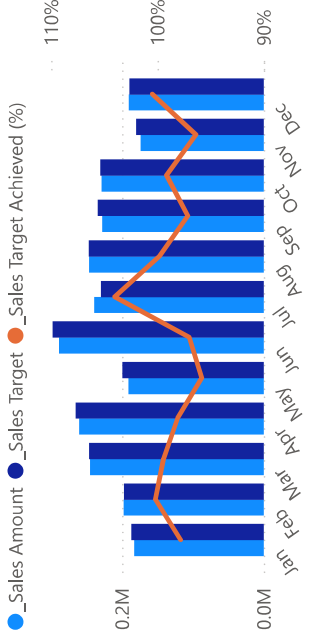
98.79%

_Sales Target Achieved (%)

Actual vs Sales & Target by Product



Actual vs Sales & Target by Month



Quarter Name Region		Q1 2023			Q2 2023			Q3 2023			Q4 2023			Total			Total	
		Jan	Feb	Mar	Apr	May	Jun	Total	Jul	Aug	Sep	Total	Oct	Nov	Dec			
East	East	106.20%	103.91%	100.58%	103.05%	99.09%	98.55%	96.27%	98.30%	102.17%	99.06%	92.89%	96.71%	96.85%	94.31%	102.32%	99.04%	99.01%
	Team Alpha	174.17%	96.71%	95.14%	98.95%	99.19%	101.37%	85.06%	98.81%	97.34%	118.15%	93.72%	97.22%	106.90%	96.70%		101.06%	98.55%
	Team Beta	116.53%	108.80%	105.02%	107.59%	106.51%	97.91%	102.27%	100.46%	104.84%	94.80%	97.22%	97.43%	101.21%	95.86%	101.23%	101.55%	101.12%
	Team Gamma	99.29%	103.81%	109.42%	103.03%	96.00%	98.75%	94.91%	96.87%	102.36%	95.46%	80.04%	95.36%	89.49%	106.01%	104.69%	94.48%	97.82%
North	North	96.75%	98.66%	98.33%	98.08%	96.92%	97.06%	94.67%	95.71%	106.18%	101.07%	100.46%	102.78%	94.19%	94.00%	101.38%	95.88%	98.13%
	Team Alpha	98.31%	100.86%	101.71%	101.11%	98.58%	99.67%	106.40%	102.09%	109.28%	103.54%	94.83%	105.24%	93.60%	93.42%	99.96%	95.88%	100.79%
	Team Beta	93.89%	87.73%	90.75%	91.16%	93.29%	98.03%	91.68%	94.82%	100.41%	102.54%	103.75%	102.64%	99.57%	92.75%	104.85%	95.43%	96.56%
	Team Gamma	97.32%	94.96%	94.96%	96.49%	96.44%	93.04%	93.04%	94.01%	105.84%	98.03%	98.59%	100.80%	85.25%	94.93%		90.62%	96.27%
South	South	95.60%	99.03%	99.74%	97.93%	91.55%	89.32%	101.42%	95.15%	104.47%	99.87%	98.39%	100.86%	109.44%	97.70%	95.97%	99.87%	98.56%
	Team Alpha	89.71%	88.22%	100.87%	96.73%	97.78%	90.53%	102.71%	94.21%	91.34%	99.04%	101.11%	98.66%	108.99%		102.60%	106.94%	98.58%
	Team Beta	98.30%	102.96%	96.89%	98.48%	89.54%	105.97%	104.14%	92.08%	106.48%	117.79%	89.92%	104.75%	110.01%	95.05%	96.92%	99.30%	98.75%
	Team Gamma	91.61%	100.43%	103.11%	97.74%	97.12%	90.19%	100.39%	97.47%	107.68%	97.84%	99.37%	100.38%	100.92%	100.92%	93.87%	97.10%	98.39%
West	West	95.68%	94.54%	98.02%	95.79%	102.43%	93.02%	96.89%	98.62%	102.63%	99.52%	107.69%	102.28%	102.17%	96.73%	103.30%	100.13%	99.73%
	Team Alpha	89.50%	98.21%	96.71%	91.16%	94.26%	93.38%	89.49%	91.42%	100.88%			100.88%	101.29%	113.00%	102.76%	101.47%	95.97%
	Team Beta			98.26%	98.26%	99.43%	99.43%		99.68%		114.07%	114.30%	114.21%		97.50%	100.27%	98.29%	101.14%
	Team Gamma	100.20%	99.43%	99.43%	99.19%	98.11%	95.83%	97.01%	97.08%	104.02%	99.81%	97.13%	100.29%	99.15%	96.37%	100.48%	98.73%	98.79%
Total		97.82%	100.20%	99.43%	99.19%	98.11%	95.83%	97.01%	97.08%	104.02%	99.81%	97.13%	100.29%	99.15%	96.37%	100.48%	98.73%	98.79%