

SALES PIPELINE ANALYSIS | Overview

2017/Q1

2017/Q2

2017/Q3

2017/Q4

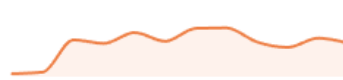
Revenue

\$10.01 M



Total Opportunities

8800



Success Rate ⁱ

63.15 %



AVG Sales Cycle Days

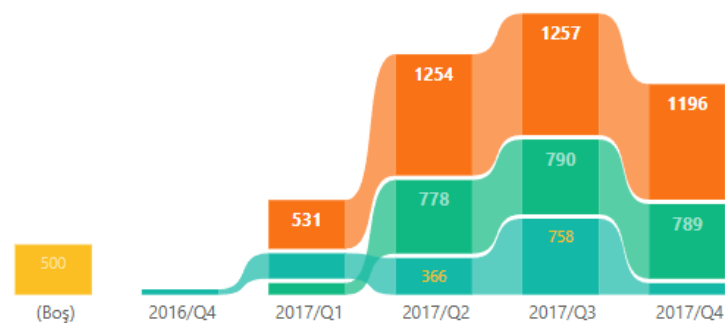
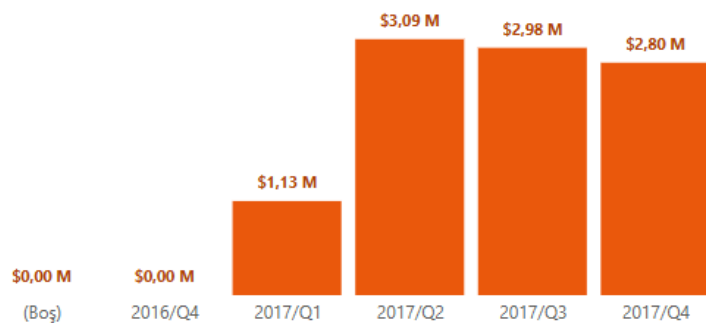
48,0



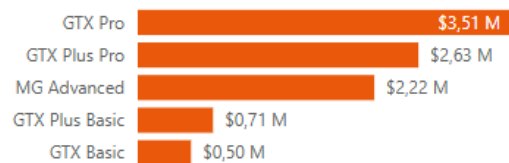
Quarter

Month

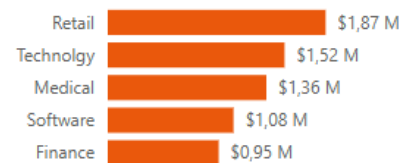
● Won Opp. ● Lost Opp. ● Engaging Opp. ● Prospecting Opp.



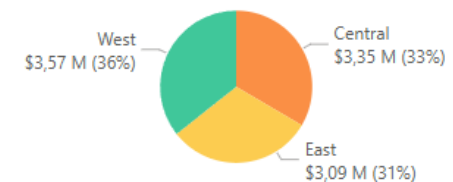
Top 5 Products based on Revenue



Top 5 Sectors based on Revenue



Revenue Distribution by Regional Office



SALES PIPELINE ANALYSIS | Products

2017/Q1

2017/Q2

2017/Q3

2017/Q4

Top Selling Product

GTX Pro
\$3.510.578,00

Top Winning Product

GTX Basic
915

Highest Success Rate

MG Special
64,84 %

Fastest Sales Cycle

GTX Pro
45,7

Series

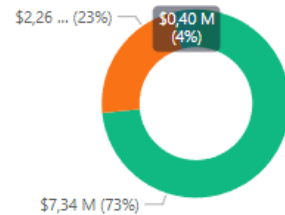
GTK

GTX

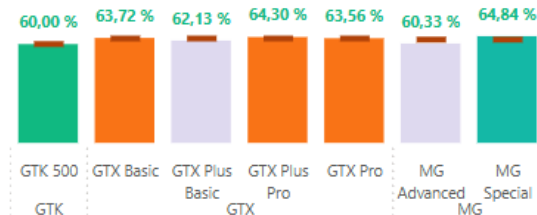
MG

Revenue by Series

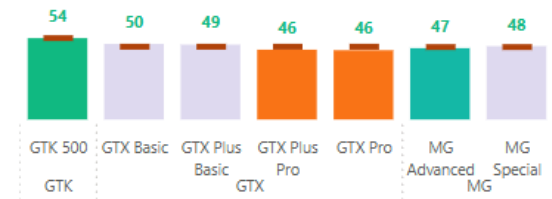
● GTX ● MG ● GTK



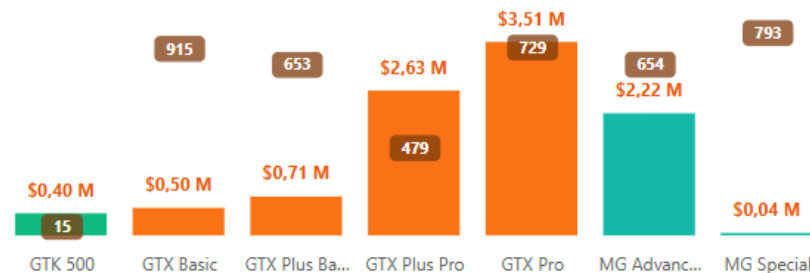
Product Success Rate compared to Series



Product Sales Cycle Days compared to Series



Revenue and Won Opportunities by Product



Suggested vs. Average Sales Price by Product

Product	Suggested Price	AVG Sales Price	Difference
GTK 500	\$26.768,00	\$26.707,47	-0,23 %
GTX Basic	\$550,00	\$545,64	-0,79 %
GTX Plus Basic	\$1.096,00	\$1.080,05	-1,45 %
GTX Plus Pro	\$5.482,00	\$5.489,88	0,14 %
GTX Pro	\$4.821,00	\$4.815,61	-0,11 %
MG Advanced	\$3.393,00	\$3.388,97	-0,12 %
MG Special	\$55,00	\$55,19	0,35 %

SALES PIPELINE ANALYSIS | Sales Teams Performance

2017/Q1

2017/Q2

2017/Q3

2017/Q4

Top Sales Managers

Melvin Marxen

\$2.251.930,00

Summer Sewald

\$1.964.750,00

Rocco Neubert

\$1.960.545,00

Top Performing Sales Agents based on Sales

Sales Agent	Sales	Won Deals	Share of Total Revenue
Darcel Schlecht	\$1.153.214	349	11,53 %
Vicki Laflamme	\$478.396	221	4,78 %
Kary Hendrixson	\$454.298	209	4,54 %
Cassey Cress	\$450.489	163	4,50 %
Donn Cantrell	\$445.860	158	4,46 %

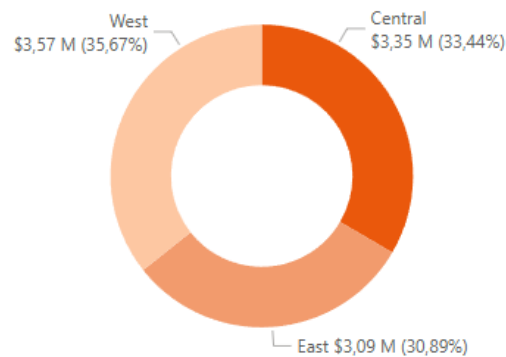
Lowest Performing Sales Agents based on Sales

Sales Agent	Sales	Won Deals	Share of Total Revenue
Lajuana Vencill	\$194.632	127	1,95 %
Versie Hillebrand	\$187.693	176	1,88 %
Niesha Huffines	\$176.961	105	1,77 %
Wilburn Farren	\$157.640	55	1,58 %
Violet Mclelland	\$123.431	122	1,23 %

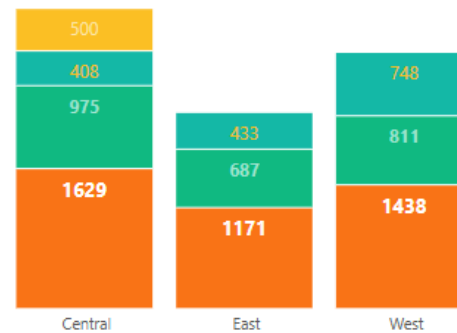
Regional Office

Office Manager

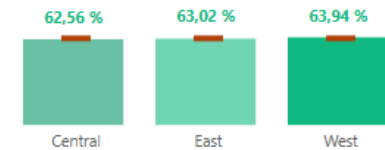
Sales Agents



● Won Opp. ● Lost Opp. ● Engaging Opp. ● Prospecting Opp.



Success Rate vs. Average



Sales Cycle Days vs. Average

