



Product

All

Sales Agent

All

Quarter

All

Company Name

All

HOME

PRODUCT ANALYSIS

TEAM PERFORMANCE

COMPANY ANALYSIS

RESET

\$10.01M

Revenue from Deal

\$169.54K

Annual Revenue (M)

7

No. of Products

85

No. of Companies

396.2K

No. of Employees

8.8K

No. of Opportunity

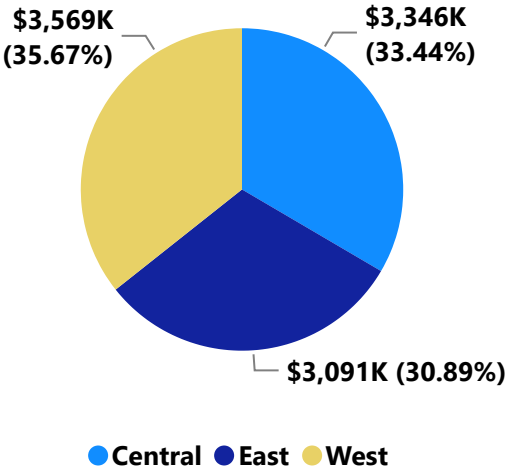
Top Company by Annual Revenue (M)

Company Name	Revenue	Year Established	Office Location	Sector
Kan-code	\$11,698.03	1982	United States	softwar
Hottechi	\$8,170.38	1997	Korea	technol
Konex	\$7,708.38	1980	United States	technol
Xx-holding	\$7,537.24	1993	United States	finance
Initech	\$6,395.05	1994	United States	telecorr
Scotfind	\$6,354.87	1996	United States	softwar
Treequote	\$5,266.09	1988	United States	telecorr
Ganjaflex	\$5,158.71	1995	Japan	retail
Fasehatice	\$4,968.91	1990	United States	retail
Dontechi	\$4,618	1982	United States	softwar
Zotware	\$4,478.47	1979	United States	softwar
Chopra	\$4,260.0	1993	United States	enterte

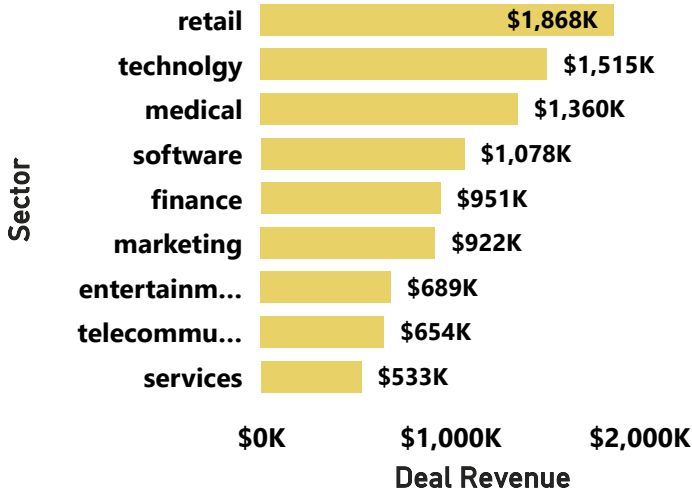
Annual Revenue by Office Location



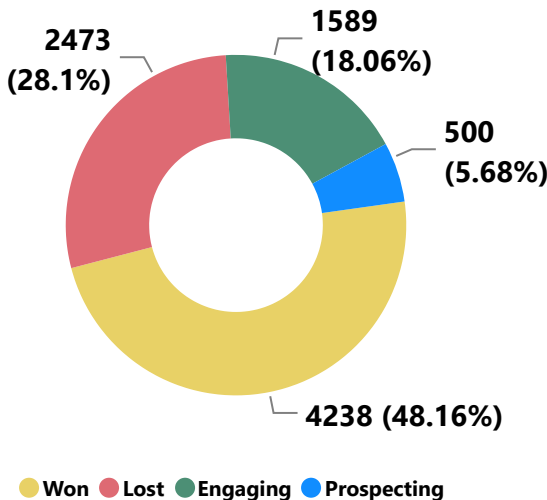
Deal Revenue by Region



Deal Revenue by Sector



Deal Stages





Product

All

Sales Agent

All

Quarter

All

Company Name

All

HOME

TEAM PERFORMANCE

COMPANY ANALYSYS

RESET

\$10.01M

Revenue from Deal

\$169.54K

Annual Revenue (M)

7

No. of Products

85

No. of Companies

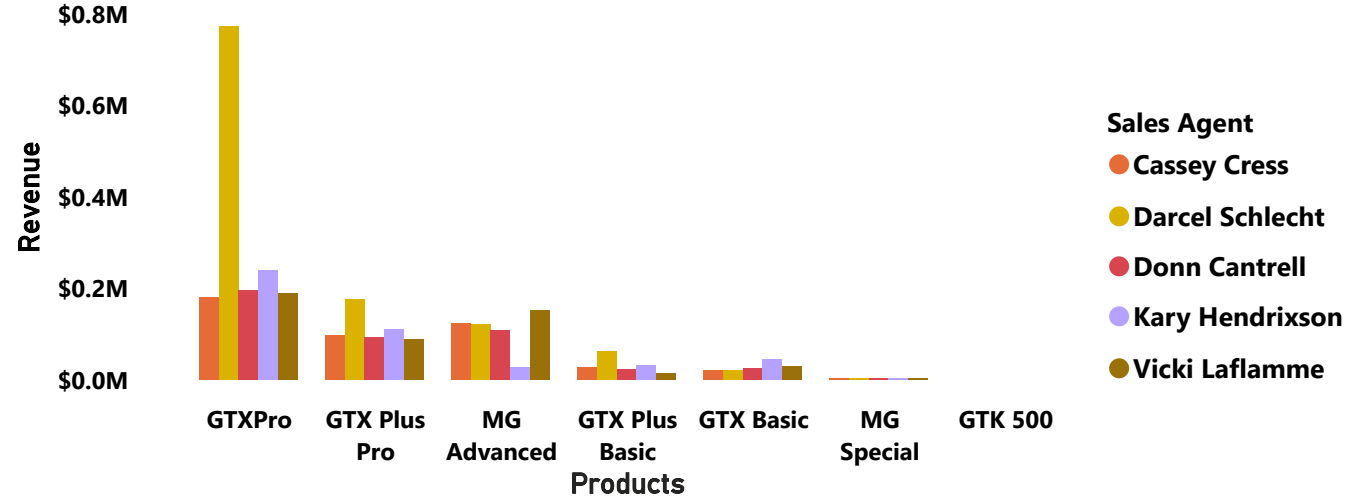
396.2K

No. of Employees

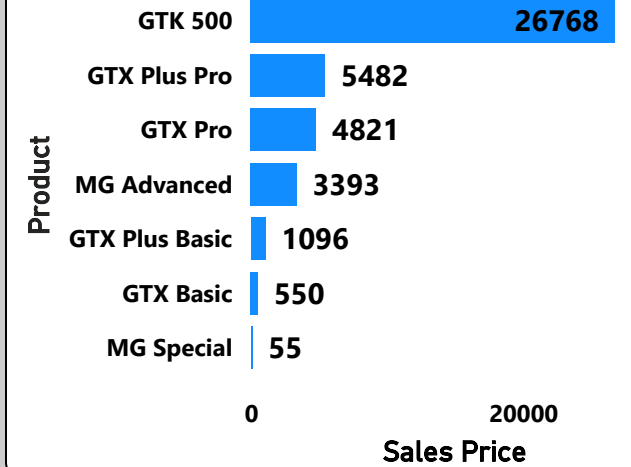
8.8K

No. of Opportunity

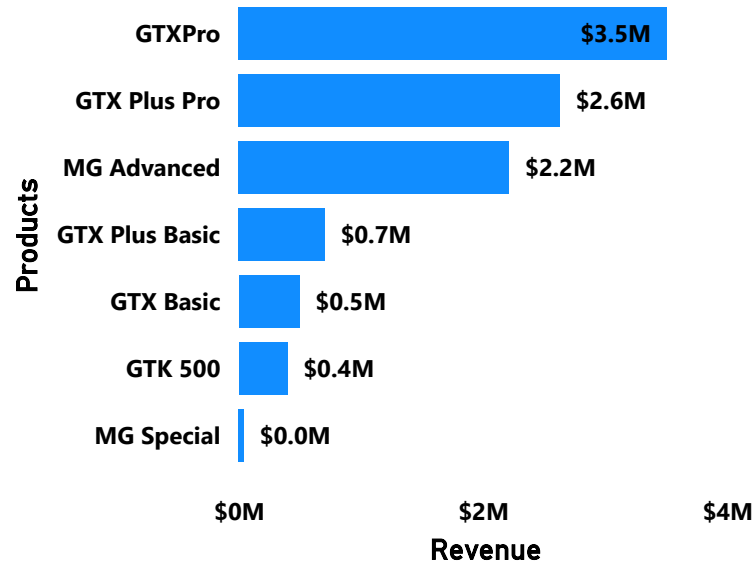
Top Product Revenue Per Sales Agent



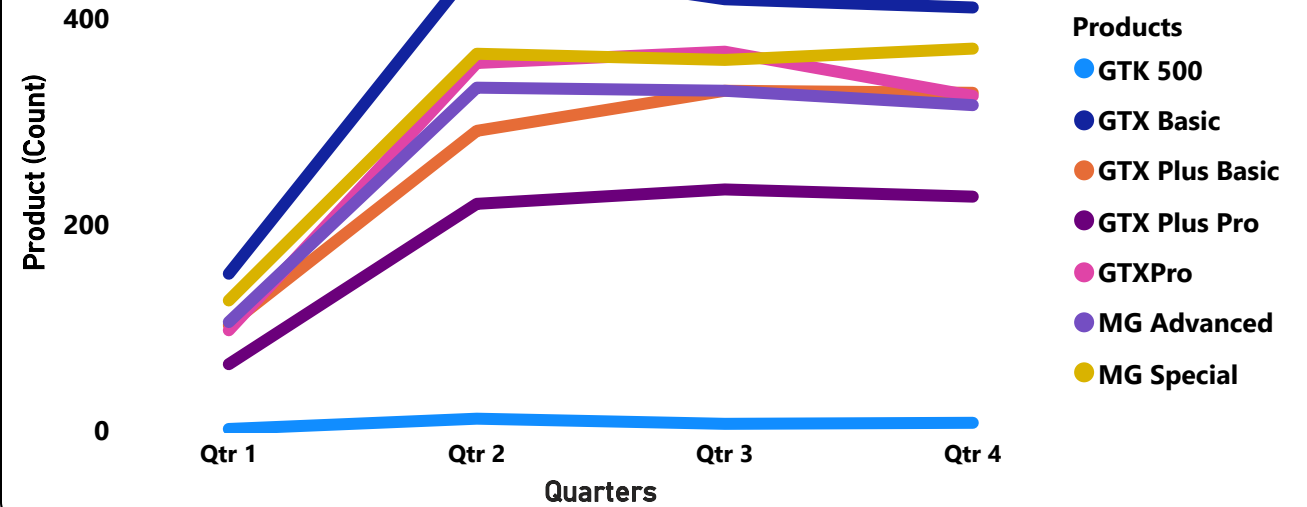
Sales Price Per Product



Revenue by Product



Quarterly Sales of Products





Maven
Tech

Product

All

Sales Agent

All

Quarter

All

Company Name

All

HOME

PRODUCT ANALYSIS

COMPANY ANALYSIS

RESET

\$10.01M

Revenue from Deal

\$169.54K

Annual Revenue (M)

7

No. of Products

85

No. of Companies

396.2K

No. of Employees

8.8K

No. of Opportunity

Quarterly Team Performance

Quarter

Qtr 2

Sales Agent

Daniell Hammack

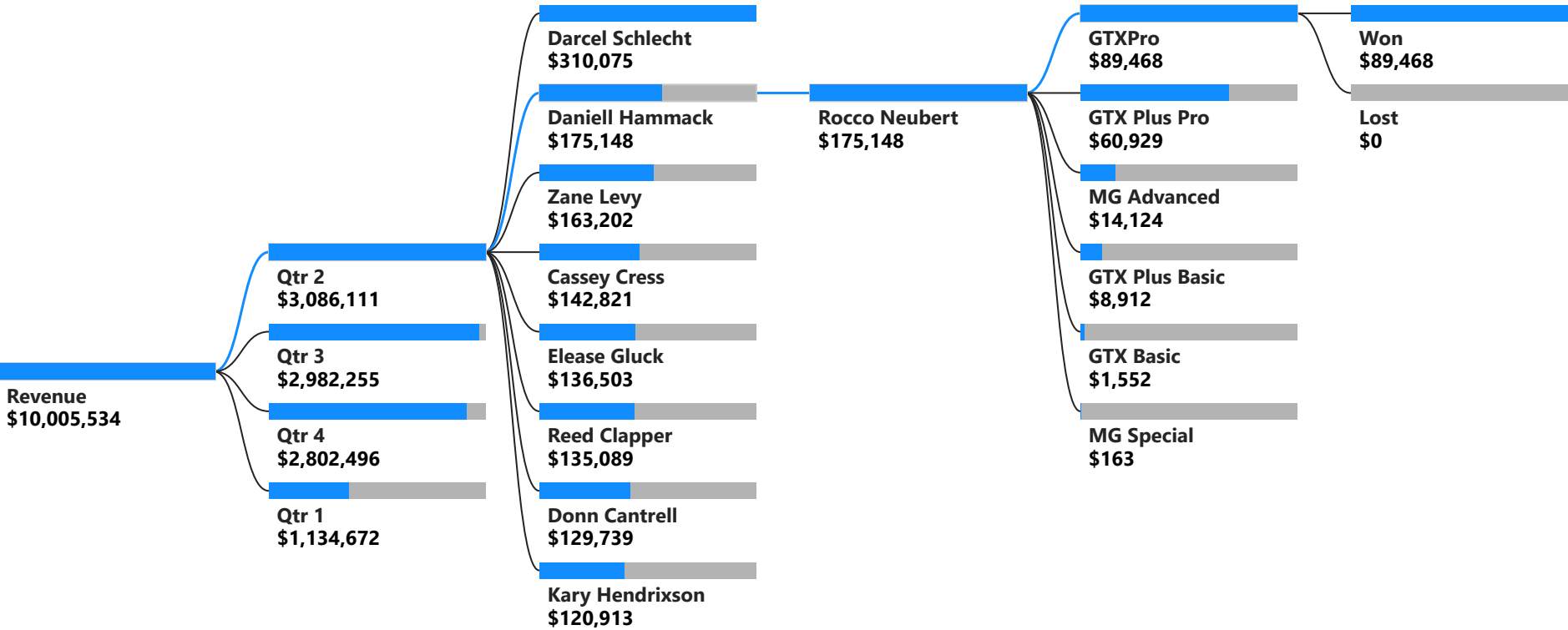
Manager

Rocco Neubert

Product

GTXPro

Deal Stage





Product

▼

All▼

Sales Agent

▼

All▼

Quarter

▼

All▼

Company Name

▼

All▼

HOME

PRODUCT ANALYSIS

TEAM PERFORMANCE

RESET

\$10.01M

Revenue from Deal

\$169.54K

Annual Revenue (M)

7

No. of Products

85

No. of Companies

396.2K

No. of Employees

8.8K

No. of Opportunity

Top 5 Office Location by Revenue

Revenue from Deal

\$3M

\$2M

\$1M

\$0M

Qtr 1

Qtr 2

Qtr 3

Qtr 4

Quarter

office_location

Japan

Jordan

Korea

Panama

United St...

Bottom 5 Office Location by Revenue

Revenue from Deal

\$40K

\$20K

\$0K

Qtr 1

Qtr 2

Qtr 3

Qtr 4

Quarter

office_location

Brazil

China

Germany

Philippines

Romania

Products vs Revenue in the United States

office_L...

United States

Product

Deal Revenue

GTXPro

\$2,908K

GTX Plus ...

\$2,215K

MG Adva...

\$1,865K

GTX Plus ...

\$604K

GTK 500

\$401K

GTX Basic

\$398K

MG Special

\$36K

Top 10 Companies in United States by Revenue

Office Location	No. of Employees	Company Name	Close Value
United States	34,288	Kan-code	\$341,455
United States	13,756	Konex	\$269,245
United States	9	Condax	\$206,410
United States	6,472	Cheers	\$198,020
United States	5,107	Goodsilron	\$182,522
United States	8,595	Treequote	\$176,751
United States	5,276	Warephase	\$170,046
United States	20,293	Xx-holding	\$169,357
United States	4,540	Isdom	\$164,683
United States	5,374	Singletechno	\$163,339
Total			\$2,041,828

Bottom 10 Companies in United States by Revenue

Office Location	No. of Employees	Company Name	Close Value
United States	792	The New York Inquirer	\$76,636
United States	3,851	Yearin	\$75,424
United States	1,428	Iselectrics	\$72,543
United States	1,190	Konmatfix	\$72,457
United States	1,016	Bioplex	\$67,393
United States	586	Statholdings	\$67,080
United States	3,027	Bluth Company	\$56,903
United States	2,570	Donware	\$56,637
United States	144	Zathunicon	\$55,616
United States	165	Golddex	\$51,632
Total			\$652,321

Key Insights:

- 1) Kan-code generated the highest revenue. The retail sector generated the highest revenue, while the employment sector generated the lowest revenue. 48.16% of the deals were won, while 28.1% were lost. 71 companies are from the United States. Most of the companies are located in North America.
- 2) GTXPro generated the highest revenue, while MG Special recorded the lowest revenue. Most of the sales agents sold GTXPro product more than others. Darcel Schlecht is the sales agent with the highest sale of the GTXPro, GTX Plus Pro and GTX Plus Basic products. There was an increase in the sale of all products between Q1 and Q2—no significant increase between Q2 and Q4. GTK 500 costs more and was sold less.
- 3) Darcel Schlecht generated more revenue and won more deals than other sales agents. The sales agent sold more products in Q2. There was a slight decline in sales between Q2 to Q4.
- 4) We have 71 companies located in the United States. The companies in the United States generated the highest revenue. In contrast Romania generated the lowest revenue. Kan-code has the highest revenue from the deals and also has the highest number of employees.

Recommendations based on insights:

- 1) Maximize revenue potential in companies generating higher revenue. Invest in further development of products and services to maintain its competitive edge. Explore opportunities to expand the market reach by targeting new industries or geographic regions where there is untapped demand.
- 2) Improve Deal Win Rate: With a 48.16% win rate and a 28.1% loss rate, there is room for improvement in converting deals into wins. Analyze the factors contributing to both successful and unsuccessful deals, such as pricing, product fit, and sales approach. Use this analysis to refine your sales process, provide additional training to sales teams, and identify areas where customer objections can be addressed more effectively
- 3) Optimize U.S. Market Strategy: Since the companies in the United States generated the highest revenue, it's clear that this market holds significant potential for your business. Allocate additional resources towards further penetrating the U.S. market. This could involve expanding your sales team, enhancing marketing efforts targeted at U.S. companies, and strengthening relationships with existing U.S. clients to encourage repeat business and referrals.
- 4) Focus on GTXPro: Since GTXPro generated the highest revenue and was sold more by most sales agents, it's crucial to capitalize on its popularity. Consider investing further in marketing campaigns and sales training specifically focused on highlighting the unique features and benefits of GTXPro. Additionally, explore bundling options or promotional deals to incentivize even higher sales of GTXPro.
- 5) Since GTK 500 costs more and was sold less, consider implementing targeted promotional strategies to boost its sales. This could include offering discounts or special promotions, highlighting its unique features or benefits, or providing additional support and resources to sales agents specifically for this product.
- 6) Sales Agent Recognition and Incentives: Recognize and reward sales agents who have excelled in selling high-revenue products like GTXPro, GTX Plus Pro, and GTX Plus Basic. Implement a rewards program or provide additional incentives to motivate other sales agents to achieve similar success. Additionally, offer support and resources to help sales agents replicate Darcel's strategies and boost overall sales performance
- 7) Address Challenges in bottom revenue companies. It is important to evaluate the reasons behind this performance and develop strategies to address them. Conduct market research to understand the unique challenges and opportunities in the Romanian market. Consider adapting your products or services to better meet the needs of Romanian customers, adjusting pricing strategies, or investing in targeted marketing campaigns to increase brand awareness and market share in Romania.
- 8) Addressing Decline in Sales: While there was a slight decline in sales between Q2 and Q4, it's essential to identify the reasons behind this decline. Conduct a thorough analysis of market conditions, customer feedback, and internal factors to pinpoint areas for improvement. Adjust sales strategies, marketing efforts, or product offerings as needed to mitigate the decline and work towards maintaining or increasing sales in future quarters.