Maven Tech

Product
All ▾

Sales Agent
All ▾

Quarter
All ▾

Company Name
All ▾

HOME

PRODUCT ANALYSIS

TEAM PERFORMANCE

COMPANY ANALYSIS

RESET

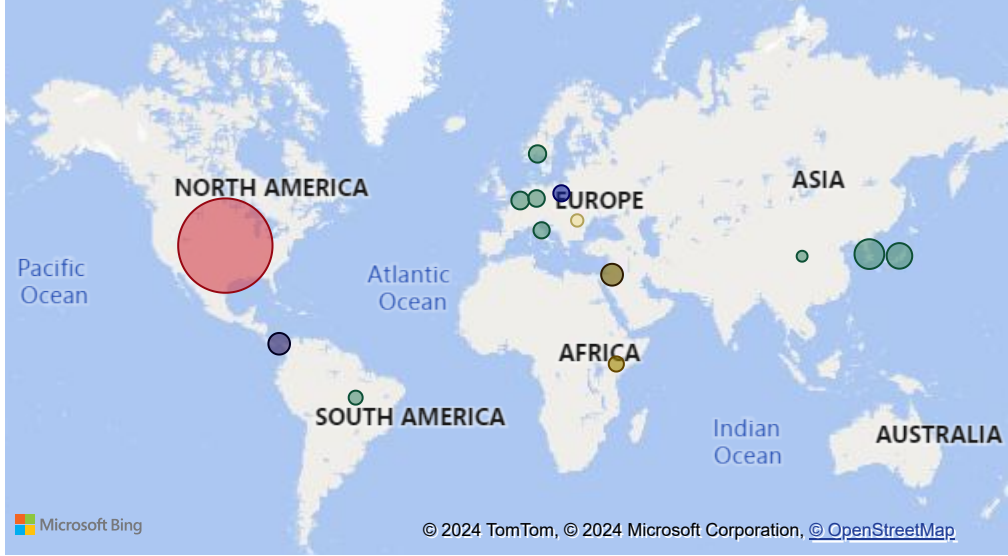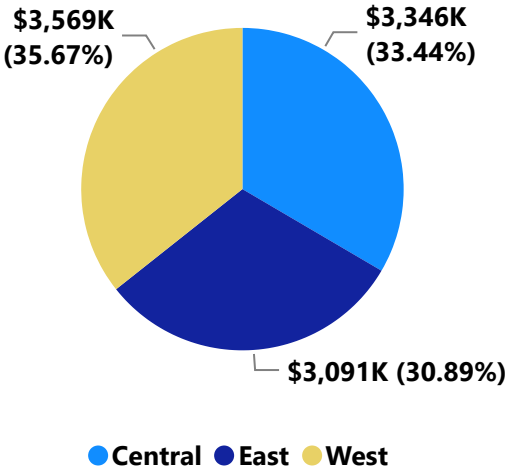| $10.01M Revenue from Deal	$169.54K Annual Revenue (M)	7 No. of Products	85 No. of Companies	396.2K No. of Employees	8.8K No. of Opportunity

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	telecom
Scotfind	$6,354.87	1996	United States	softwar
Treequote	$5,266.09	1988	United States	telecom
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
Cheers	$4,269.9	1993	United States	enterta

Annual Revenue by Office Location

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Deal Revenue by Region

- $3,569K (35.67%)
- $3,346K (33.44%)
- $3,091K (30.89%)
- Central
- East
- West

Deal Revenue by Sector

Sector	Deal Revenue
retail	$1,868K
technolgy	$1,515K
medical	$1,360K
software	$1,078K
finance	$951K
marketing	$922K
entertainm...	$689K
telecommu...	$654K
services	$533K

$0K $1,000K $2,000K

Deal Stages

- 2473 (28.1%)
- 1589 (18.06%)
- 500 (5.68%)
- 4238 (48.16%)
- Won
- Lost
- Engaging
- Prospecting

Maven Tech

Dashboard Header

$10.01M	$169.54K	7	85	396.2K	8.8K
Revenue from Deal	Annual Revenue (M)	No. of Products	No. of Companies	No. of Employees	No. of Opportunity

Filters

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- RESET

Top Product Revenue Per Sales Agent

Sales Agent:
- Cassey Cress
- Darcel Schlecht
- Donn Cantrell
- Kary Hendrixson
- Vicki Laflamme

Products (x-axis): GTXPro, GTX Plus Pro, MG Advanced, GTX Plus Basic, GTX Basic, MG Special, GTK 500

Revenue (y-axis): $0.0M, $0.2M, $0.4M, $0.6M, $0.8M

Sales Price Per Product

Product	Sales Price
GTK 500	26768
GTX Plus Pro	5482
GTX Pro	4821
MG Advanced	3393
GTX Plus Basic	1096
GTX Basic	550
MG Special	55

Revenue by Product

Products	Revenue
GTXPro	$3.5M
GTX Plus Pro	$2.6M
MG Advanced	$2.2M
GTX Plus Basic	$0.7M
GTX Basic	$0.5M
GTK 500	$0.4M
MG Special	$0.0M

Quarterly Sales of Products

Products:
- GTK 500
- GTX Basic
- GTX Plus Basic
- GTX Plus Pro
- GTXPro
- MG Advanced
- MG Special

Quarters (x-axis): Qtr 1, Qtr 2, Qtr 3, Qtr 4
Product (Count) (y-axis): 0, 200, 400

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$10.01M
Revenue from Deal

$169.54K
Annual Revenue (M)

7
No. of Products

85
No. of Companies

396.2K
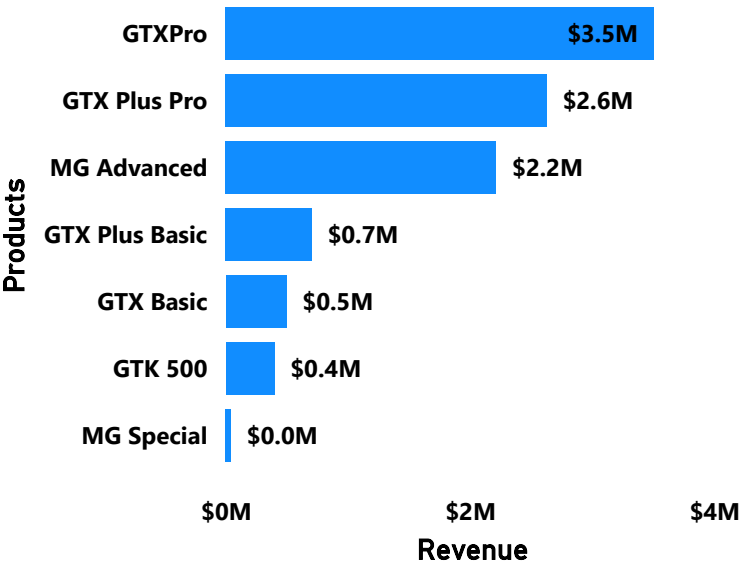No. of Employees

8.8K
No. of Opportunity

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Quarterly Team Performance

Quarter ✕	Sales Agent ✕	Manager ✕	Product ✕	Deal Stage ✕
Qtr 2	Daniell Hammack	Rocco Neubert	GTXPro	

Darcel Schlecht
$310,075

Daniell Hammack
$175,148

Zane Levy
$163,202

Cassey Cress
$142,821

Elease Gluck
$136,503

Reed Clapper
$135,089

Donn Cantrell
$129,739

Kary Hendrixson
$120,913

Rocco Neubert
$175,148

GTXPro
$89,468

GTX Plus Pro
$60,929

MG Advanced
$14,124

GTX Plus Basic
$8,912

GTX Basic
$1,552

MG Special
$163

Won
$89,468

Lost
$0

Qtr 2
$3,086,111

Qtr 3
$2,982,255

Qtr 4
$2,802,496

Qtr 1
$1,134,672

Revenue
$10,005,534

Maven Tech

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Revenue from Deal	Annual Revenue (M)	No. of Products	No. of Companies	No. of Employees	No. of Opportunity

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Top 5 Office Location by Revenue

office_location
- Japan
- Jordan
- Korea
- Panama
- United St...
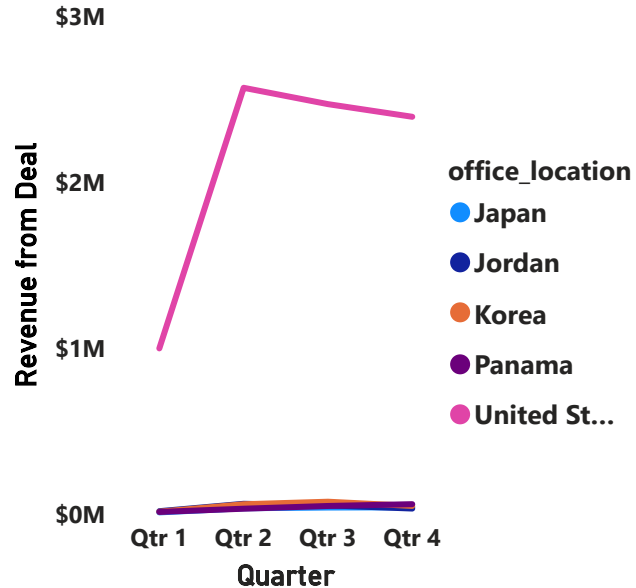
Bottom 5 Office Location by Revenue

office_location
- Brazil
- China
- Germany
- Philipines
- Romania
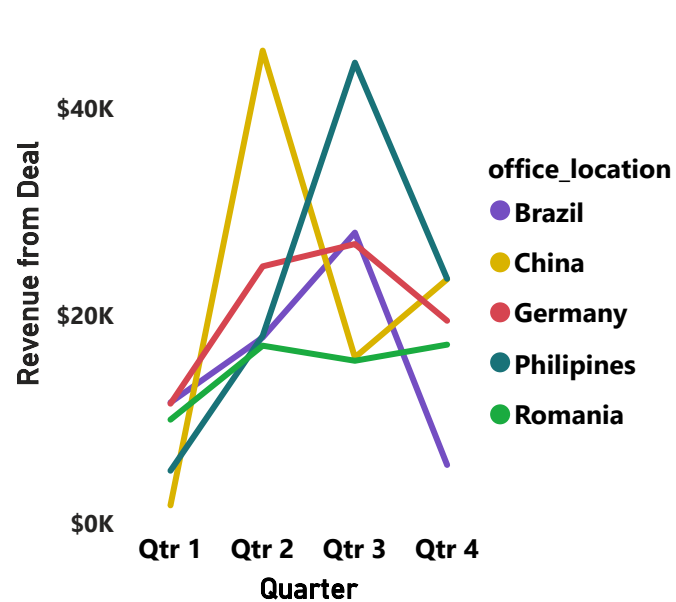
Products vs Revenue in the United States

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
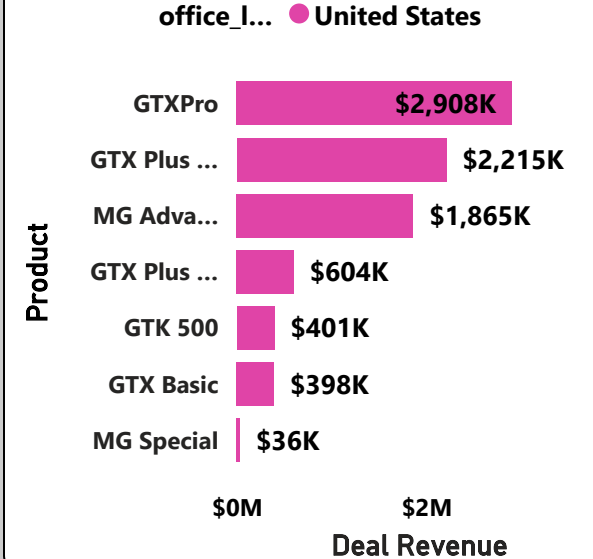
Top 10 Companies in United States by Revenue

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.