

Overview

8800

Total Opportunity

48,16%

Win Rate

4238

Total Order

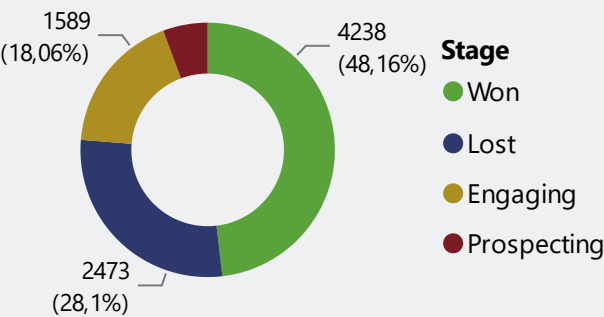
\$10,01M

Total Order Value

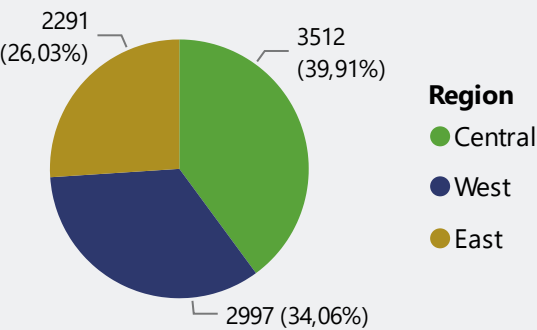
49,86

Avg Purchase Frequency

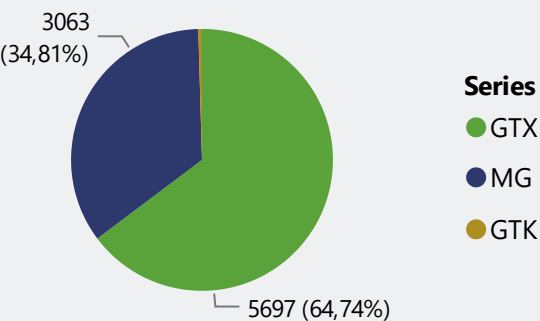
Opportunity by Stage



Opportunity by Regional Office



Total Opportunity by Series



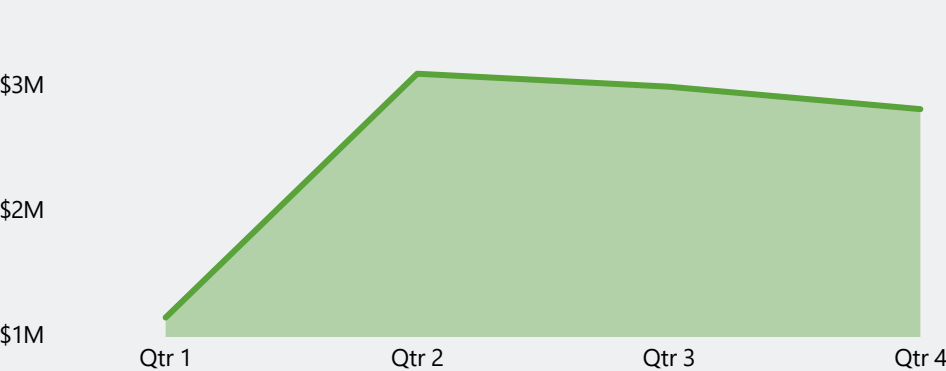
Total Opportunity and QoQ Opportunity growth by Quarter



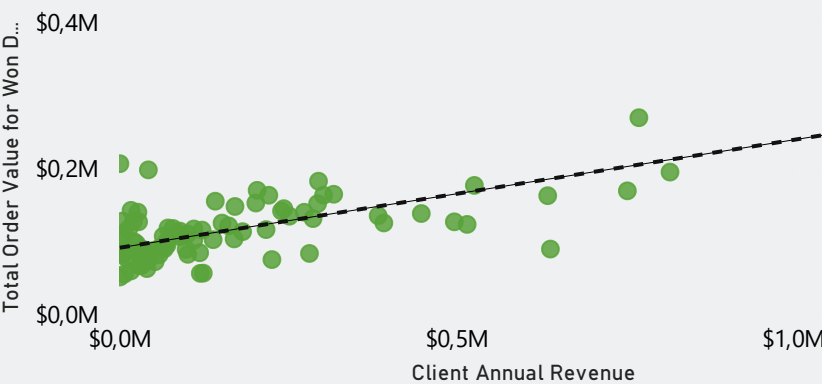
Total Order Value by Client Location



Order Value by Quarter



Client Annual Value vs Order Value



Sales Teams

Ranking of Sales Teams

Melvin Marxen		
\$2.251.930	1929	45,72%
Total Revenue	Opportunities	Win Rate

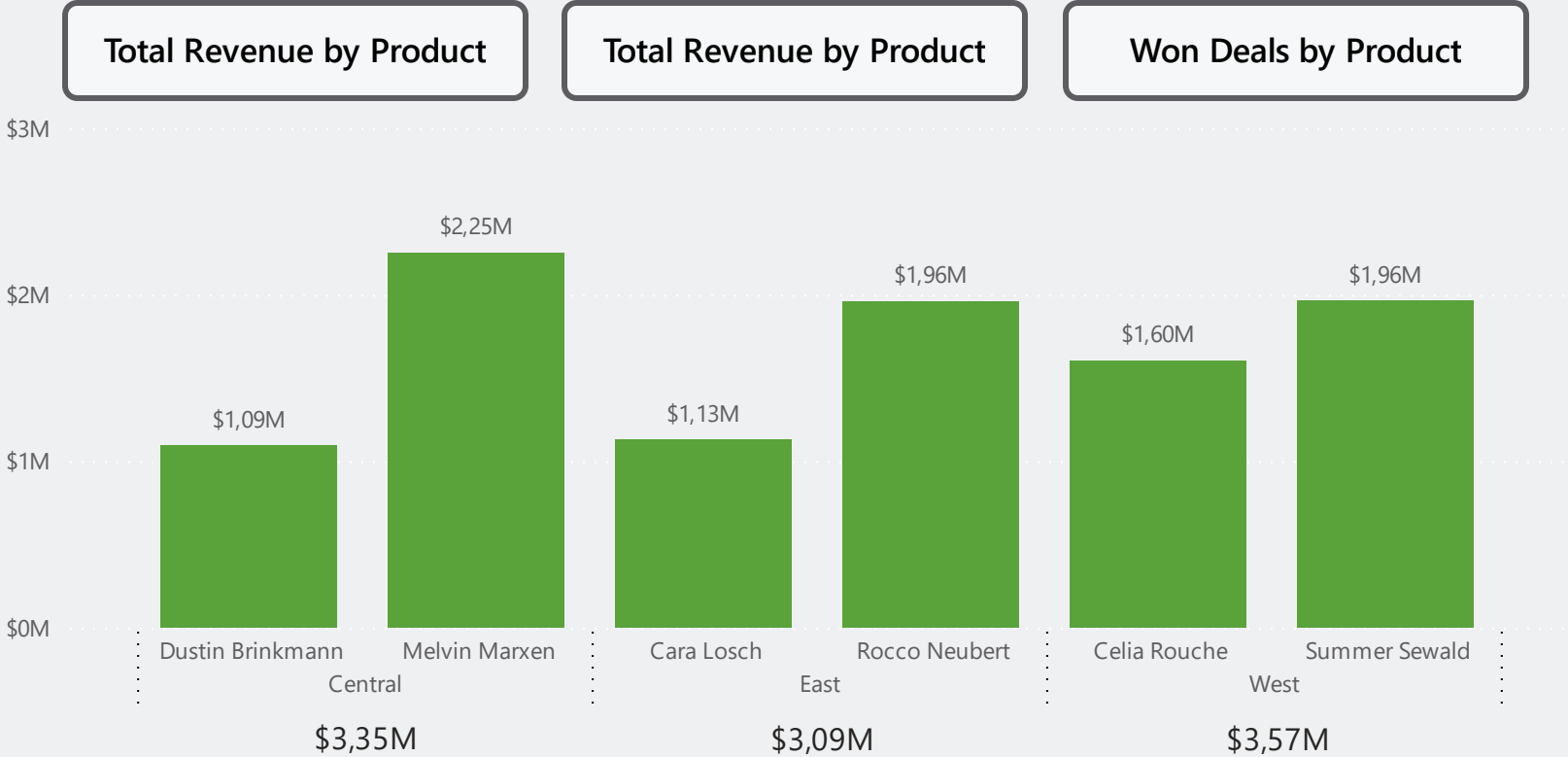
Summer Sewald		
\$1.964.750	1701	48,68%
Total Revenue	Opportunities	Win Rate

Rocco Neubert		
\$1.960.545	1327	52,07%
Total Revenue	Opportunities	Win Rate

Celia Rouche		
\$1.603.897	1296	47,07%
Total Revenue	Opportunities	Win Rate

Cara Losch		
\$1.130.049	964	49,79%
Total Revenue	Opportunities	Win Rate

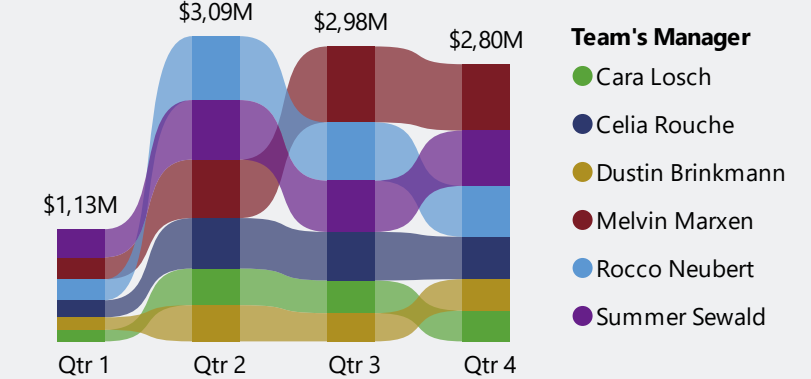
Dustin Brinkmann		
\$1.094.363	1583	47,19%
Total Revenue	Opportunities	Win Rate



Avg Sales Cycle by Team (Days)



Total Revenue over the Quarters



Agents

Region - Sales Team

All

Top Performance Agents

Revenue

Darcel Schlecht

\$1.153.214

Kary Hendrixson

\$454.298

Vicki Laflamme

\$478.396

Won Deal Count

Darcel Schlecht

349

Kary Hendrixson

209

Vicki Laflamme

221

Win Rate

Reed Clapper

65,40%

Garret Kinder

60,98%

Donn Cantrell

57,45%

Avg Sales Cycle (Days)

Cecily Lampkin

38,74

Boris Faz

43,27

Zane Levy

44,41

Bottom Performance Agents

Revenue

Violet Mclelland

\$123.431

Wilburn Farren

\$157.640

Niesha Huffines

\$176.961

Won Deal Count

Wilburn Farren

55

Rosalina Dieter

72

Garret Kinder

75

Win Rate

Lajuana Vencill

40,84%

Markita Hansen

42,48%

Gladys Colclough

42,59%

Avg Sales Cycle (Days)

Niesha Huffines

52,57

Lajuana Vencill

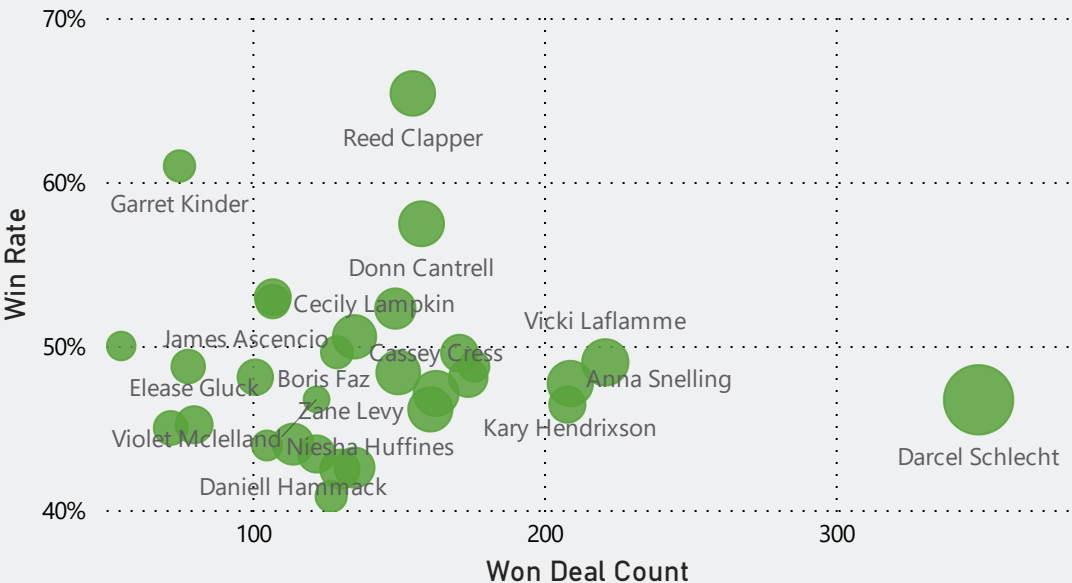
52,80

Moses Frase

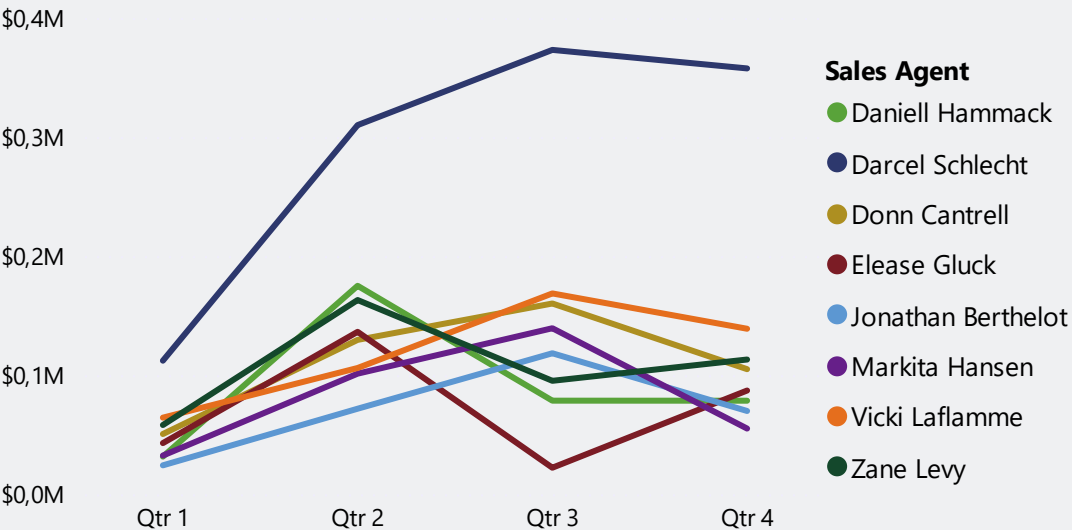
56,92

Performance of Agents

Won Count, Won Rate and Revenue by Agent



Noticeable Agents in Revenue Change



Product Analysis

Series

GTK

GTX

MG

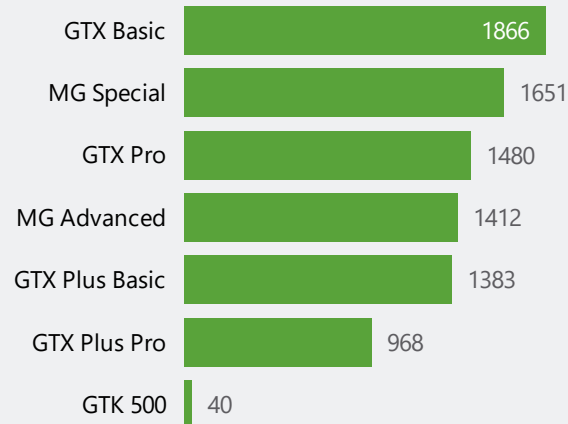
Month

All

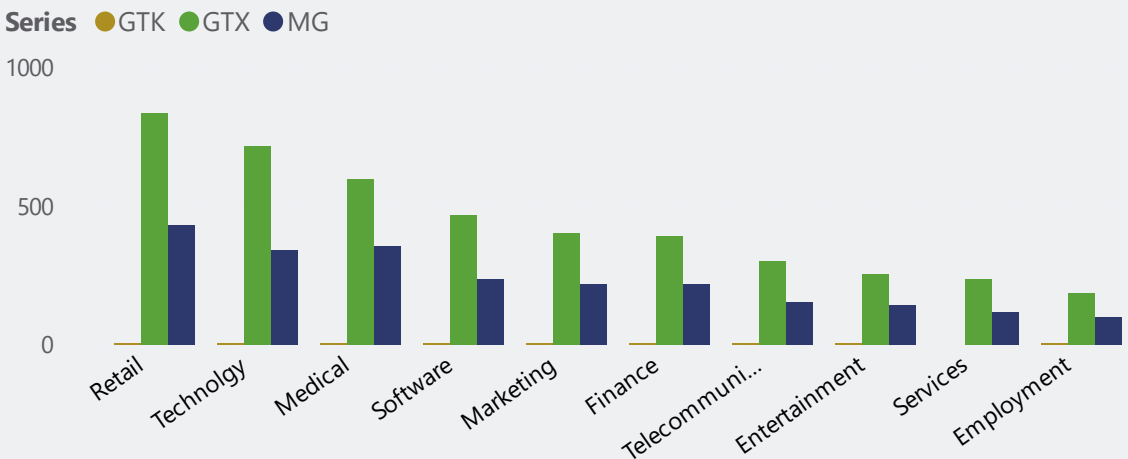
Quarter

All

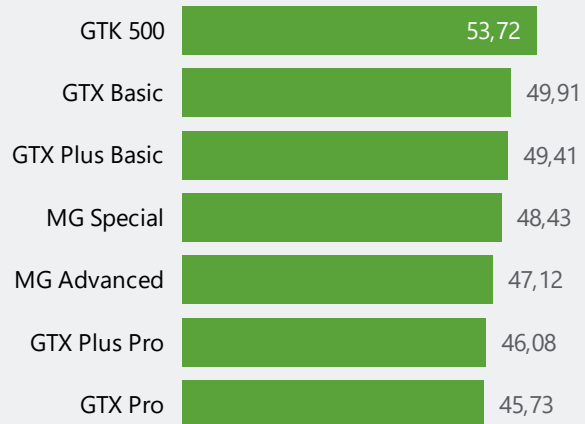
Total Opportunity by Product



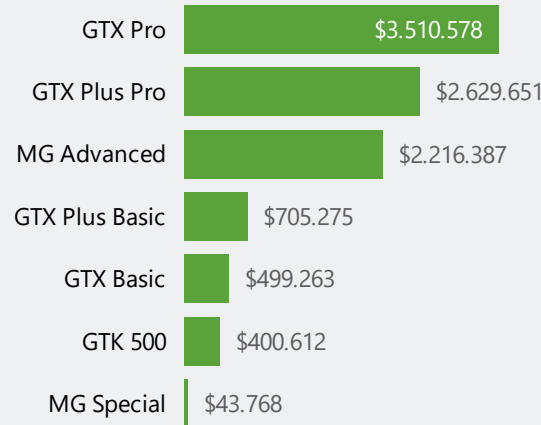
Total Opportunity by Sector and Series



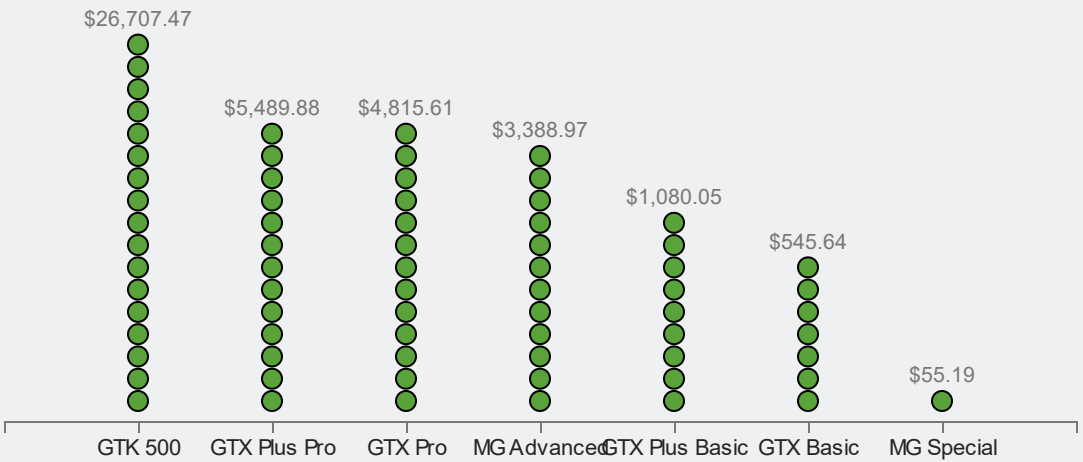
Avg Sales Cycle by Product (Days)



Revenue by Product



Average of Revenue by Product



Win Rate by Product

