

# Win Rate

As of 2024-08-27 16:38:07 Greenwich Mean Time/GMT • Generated by Mrigya Sharma

**Filtered By**

Date Field: Close Date equals Current FQ (01/07/2024 to 30/09/2024)

Show: All opportunities

Opportunity Status: Any

Probability: All

Stage ↑	Opportunity Owner	Account Name
Qualification	Mrigya Sharma	
	Mrigya Sharma	
Subtotal	Count	2
Value Proposition	Mrigya Sharma	Cash Convertors - Lamworth
	Mrigya Sharma	Cash Convertors - Golders Green
Subtotal	Count	2
Negotiation/Review	Mrigya Sharma	
Subtotal	Count	1
Closed Won	Mrigya Sharma	NHS Swansea
	Mrigya Sharma	
	Mrigya Sharma	NHS Royal Devon
Subtotal	Count	3
Closed Lost	Mrigya Sharma	Polksi Store - Hounslow
Subtotal	Count	1
Total	Count	9

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Opportunity Name	Fiscal Period	Amount	Expected Revenue
00QWS0000042Qgs2AE	Q3-2024	GBP20,000.00	GBP2,000.00
00QWS0000042S9B2AU	Q3-2024	GBP17,500.00	GBP1,750.00
Cash Convertors - Lamworth-	Q3-2024	GBP32,000.00	GBP16,000.00
Cash Convertors - Golders Green-	Q3-2024	GBP23,000.00	GBP11,500.00
00QWS0000042Sh32AE	Q3-2024	GBP12,000.00	GBP10,800.00
NHS Swansea-	Q3-2024	GBP32,000.00	GBP32,000.00
00QWS0000042RrR2AU	Q3-2024	GBP15,000.00	GBP15,000.00
New incentives	Q3-2024	GBP1,10,000.00	GBP1,10,000.00
Extra discount early opportunity	Q3-2024	GBP10,000.00	GBP0.00

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Probability (%)	Age	Close Date	Created Date	Lead Source	Win Rate
10%	13	14/08/2024	14/08/2024		
10%	13	14/08/2024	14/08/2024		
50%	13	30/09/2024	14/08/2024	Web	
50%	14	30/09/2024	13/08/2024	Web	
90%	13	14/08/2024	14/08/2024		
100%	0	14/08/2024	14/08/2024	Phone Inquiry	
100%	0	14/08/2024	14/08/2024		
100%	0	13/08/2024	13/08/2024		
0%	47	30/09/2024	14/08/2024	Phone Inquiry	
					75.00%