

Progress:

PPM Progress Inside Sales Attainment Solutions Performance Scorecard Pipeline Trending Reviews

Progress

Jobs to fetch data from Projector are running, numbers may show inconsistencies.

Search Filters

Sales Executive : << All SE >> Start Week : 01-Nov-21 Duration : 1 Quarter : FY 2022-Q3

Search

Selected SE : << All SE >>

Sales Executive	01-Nov-21 to 07-Nov-21				FY 2022-Q3							
	Closed		Created		Pipeline High Odds(>=75%)		Pipeline All Odds		Won			
	Services	Software	Services	Software	Services	Software	Services	Software	Services	Software		
Summary	610,637 (11)	5,614 (5)	2,285,076 (17)	101,673 (12)	9,512,651(1...	1,218,029 (53)	49,485,958(4...	7,000,119(2...	5,593,911 (76)	586,528 (37)		
Alex Robson	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	32,000 (2)	0 (0)	0 (0)		
Brandon Barry	0 (0)	374 (2)	33,600 (1)	35,410 (4)	391,275 (6)	275,293 (6)	6,687,316 (28)	1,273,974 (33)	391,275 (6)	84,793 (4)		
Brian Nelson Webb	176,000 (1)	0 (0)	76,000 (1)	22,000 (1)	339,000 (3)	0 (0)	825,000 (8)	217,000 (5)	263,000 (2)	0 (0)		
Chris Medley	0 (0)	0 (0)	316,503 (1)	0 (0)	238,211 (9)	18,022 (2)	1,217,454 (26)	26,577 (3)	53,198 (3)	0 (0)		
Darryl Zack	46,720 (2)	3,310 (1)	0 (0)	2,500 (1)	433,548 (8)	115,145 (5)	5,876,219 (38)	422,159 (22)	225,100 (6)	113,466 (4)		
Debbie Marcet	7,000 (1)	0 (0)	55,650 (1)	0 (0)	110,150 (4)	2,865 (1)	991,865 (14)	490,134 (17)	54,500 (3)	2,865 (1)		
Deepak Goel	0 (0)	0 (0)	0 (0)	0 (0)	310,000 (2)	0 (0)	322,500 (3)	0 (0)	0 (0)	0 (0)		
Emil Radi	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	250,000 (1)	0 (0)	0 (0)	0 (0)		
Erika Finck	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	335,000 (3)	95,000 (1)	0 (0)	0 (0)		
Faiz Ahmad	45,630 (1)	0 (0)	0 (0)	0 (0)	879,497 (9)	0 (0)	3,665,358 (58)	265 (1)	664,997 (8)	0 (0)		
Gunjan Goel	0 (0)	0 (0)	0 (0)	0 (0)	2,360,440 (8)	0 (0)	5,110,442 (20)	600,000 (3)	1,265,240 (4)	0 (0)		
Heather Marie Richardson	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	0 (0)	272,755 (14)	0 (0)	0 (0)	0 (0)		

Filters:

- **Sales Executive:** In Sales Executive filter there are three types.
 - All SE: It shows combination of Active and Inactive Sales Executives.
 - Active SE: if you select Active SE, It shows Active sales executive data.
 - Select SE: In select SE, you can select one or multiple sales executives
- **Start Week & Duration:** Default first week on month is selected and in duration field, selecting count of week's data will display.
- **Quarters:** In quarter's field can select number of quarters that quarter's data should show.

Services/Software:


- **Closed:** Closed won opportunities amount taken from Salesforce based on Opportunities closed date between the selected duration.
- **Created:** Created opportunities amount taken from Salesforce based on Opportunities Created date between the selected duration.

Pipeline High Odds (>=75%) (Services/Software): Closing opportunities amount in between 75-100% probability based on Opportunities Closed date.





Pipeline All Odds (Services/Software): Closing opportunities amount in between 1-100% probability based on Opportunities Closed date.

Closed Won (Services/Software): Closed won opportunities amount taken from Salesforce based on Opportunities Closed date.

Sales Executive Summary: when you click on sales executive below table will open

 Tim Pellegrino	0 (0)	1,804 (1)	0 (0)	4,524 (2)	23,100 (1)	1,804 (1)	269,200 (5)	12,473 (6)	23,
--	-------	-----------	-------	-----------	------------	-----------	-------------	------------	-----

Progress of **Alex Robson**

Type	Opportunity	 Customer  Prospect	Country / Vendor	Close Date	Amount	Prob %
Software All Odds	Southern Water - OpenPages	 Southern Water Limited (UK)	IBM - SI	31-Dec-21	30,000	25 %
	TET (HTB) - Ansible Partner Referral Fee	 Trans European Technology	RedHat	31-Dec-21	2,000	10 %

- In above table will show opportunity, opportunity type and opportunity belongs to which customer and their country and opportunities closed date, Amount and Probability %.

Note: Stages we are considering

- Closing
- Closed Won
- Conditional Agreement
- Draft proposal delivered
- Sow proposal delivered
- Qualified
- Validated