



# CRM DASHBOARD

Country

All

Organization Size

All

Product

All



Next

Total Deal Value

\$8.28M

Total Leads

3000

Closed Deal Value

\$931K

Leads Closed

348

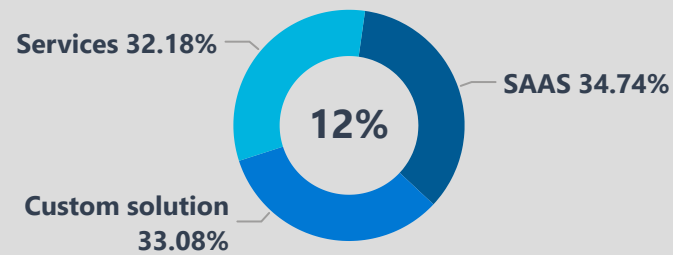
Win Deals

83

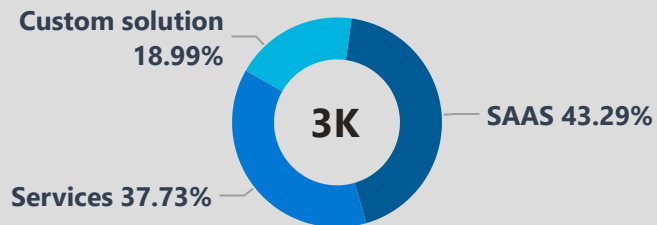
Lost Deals

61

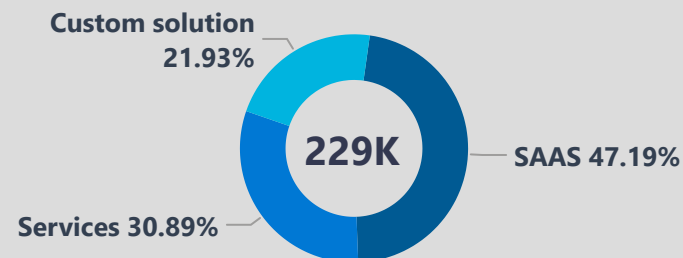
Conversion Rate by Product



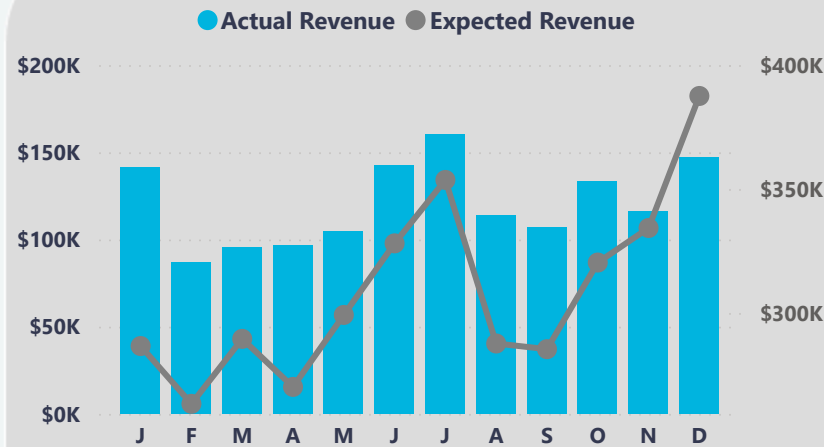
Potential Deals by Product



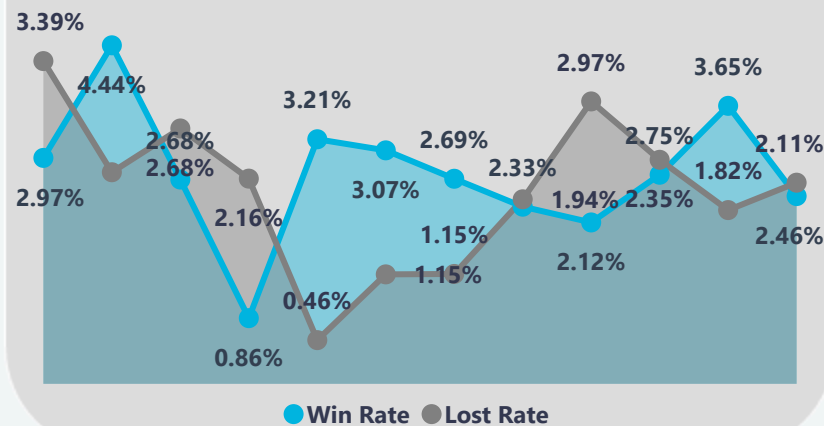
Sales Velocity by Product



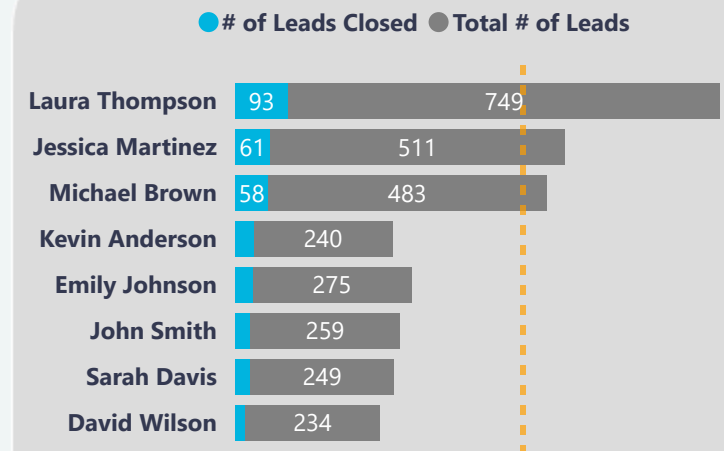
Actual vs Expected Revenue by Month



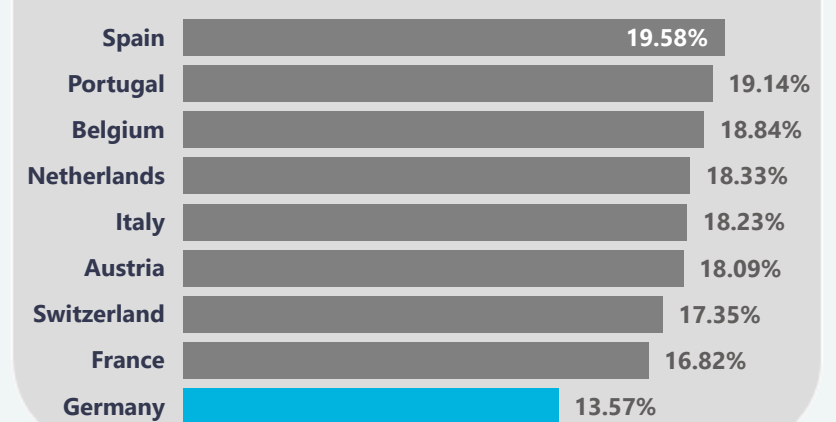
Win & Lost Rate by Month



Closed Leads vs Total Leads by Owner



Lead Conversion Rate by Country





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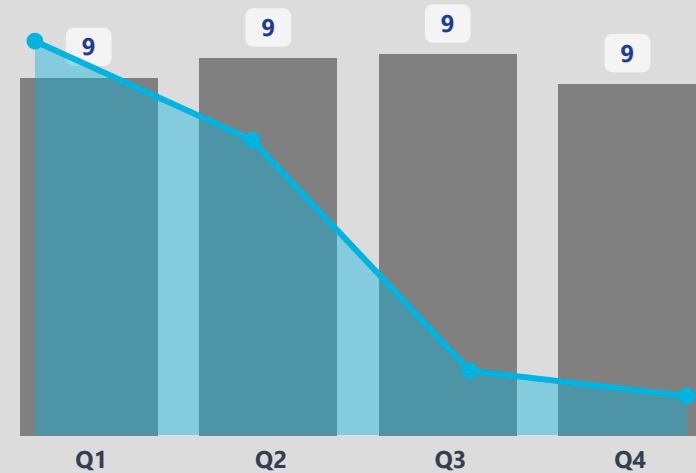
All

Product

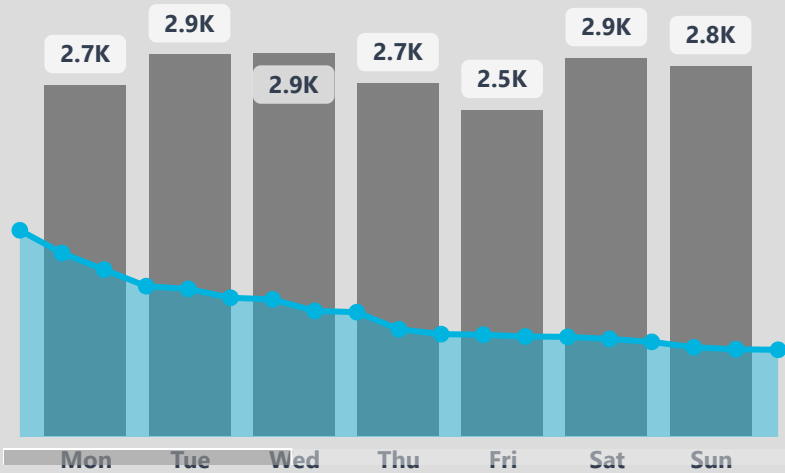
All

Back

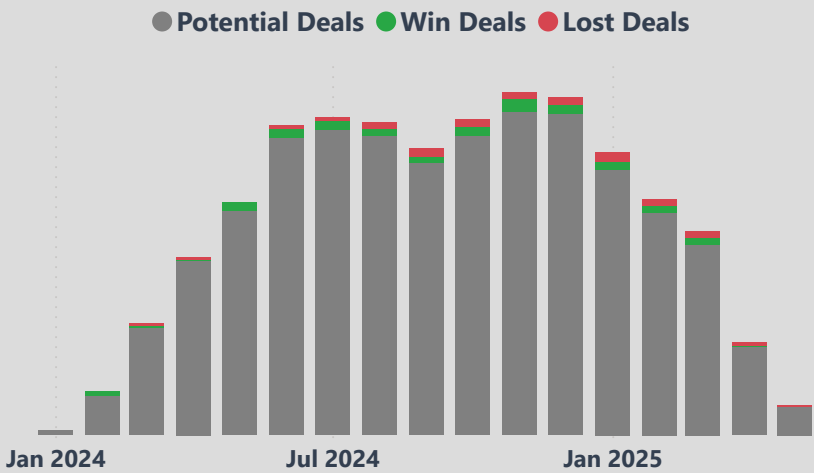
Avg Weeks to Close vs Closed Deal Value by Qtr



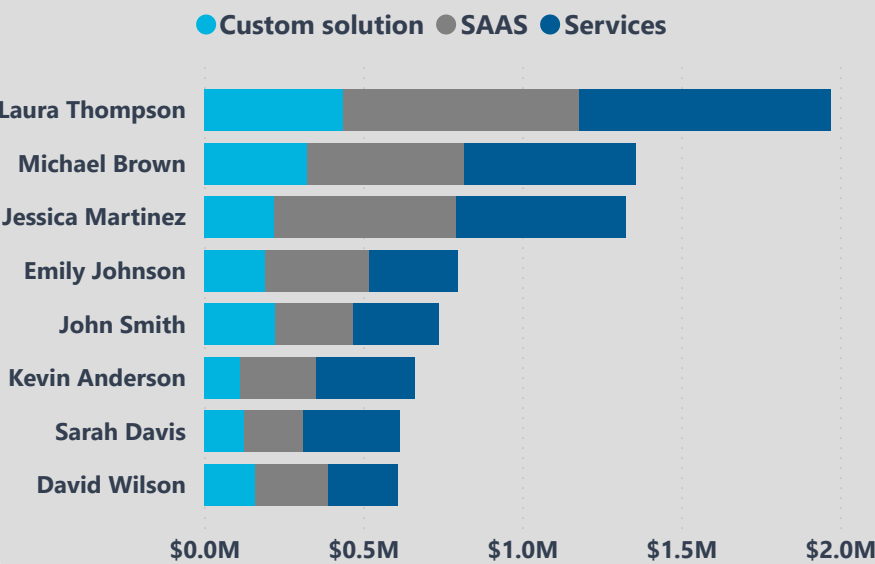
Avg Pipeline Value vs Closed Deal Value by Weeks



Potential, Win & Lost by Month



Potential Deal Value by Owner and Product



	Austria	Belgium	France	Germany	Italy	Netherlands	Portugal	Spain	Switzerland
Owner	#Leads Closed	AVG Weeks to Close	Conversion Rate	Win Rate	Lost Rate	Potential Deal Value			
Sarah Davis	27	8	10.84%	3.21%	1.20%	\$616,339			
Michael Brown	58	10	12.01%	2.69%	2.07%	\$1,357,090			
Laura Thompson	93	8	12.42%	2.80%	2.14%	\$1,969,647			
Kevin Anderson	33	8	13.75%	2.08%	1.67%	\$661,200			
John Smith	27	9	10.42%	5.02%	2.70%	\$738,135			
Jessica Martinez	61	10	11.94%	2.15%	1.57%	\$1,325,753			
Emily Johnson	31	10	11.27%	2.91%	1.82%	\$798,695			
David Wilson	18	7	7.69%	1.71%	3.42%	\$608,161			