

SALES PERFORMANCE REPORT

SUMMARY

TREND ANALYSIS

FORECASTING

LEAD METRICS OVERVIEW

PERFORMANCE ANALYSIS TREND

STAGES OF SALES





SUMMARY



3M



SALES

3K



AVG SALES

11



STATES

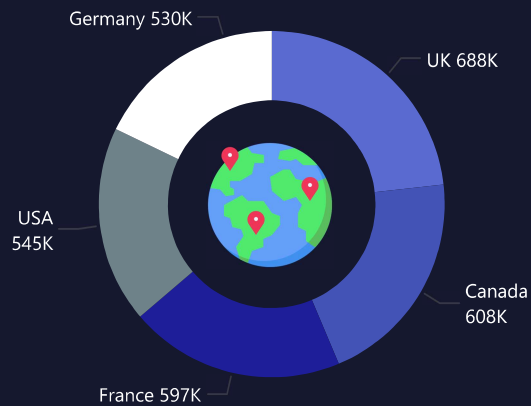
4



TEAMS

SALES DISTRIBUTION BY COUNTRY AND STATE

COUNTRY



STATE

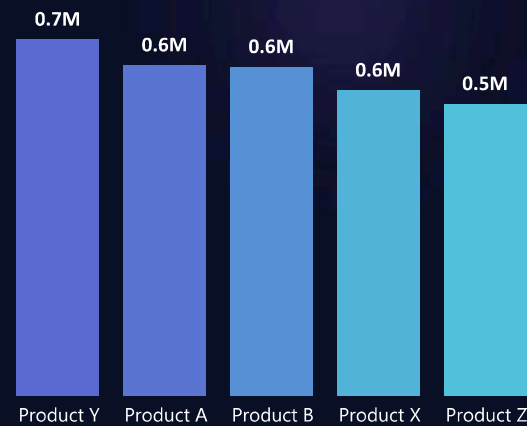


MORE DETAILS

SALES BY TEAM



SALES BY PRODUCT



Product Name



COUNTRY

All

STATE

All

YEAR

All

MONTH

All

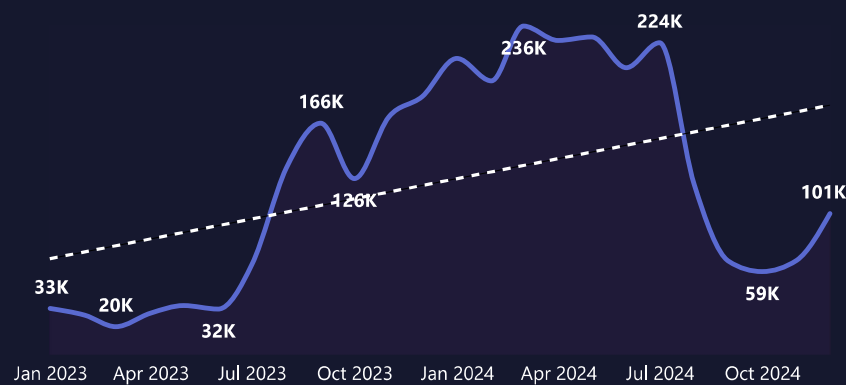


YEAR
All

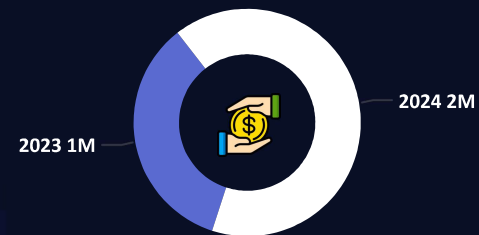
MONTH
All

TREND ANALYSIS

YOY SALES TREND



SALES BY YEAR



228K
CURRENT QTD
SALES

412K
PREVIOUS QTD
SALES

101K
CURRENT MTD
SALES

68K
PREVIOUS MTD
SALES

SALES BY PERIOD

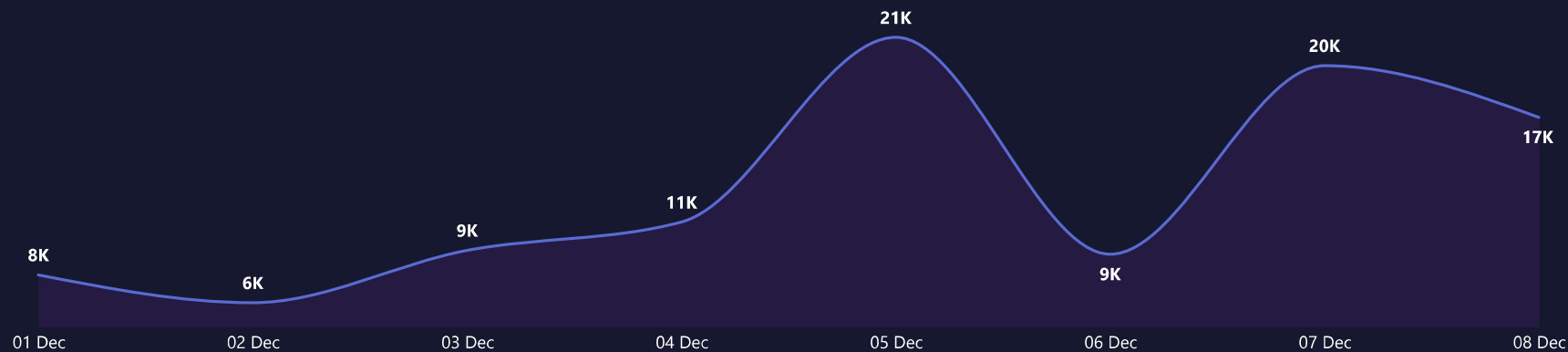
YTD

WEEK

QTD

MTD

LAST 3 DAYS





FORCASTING



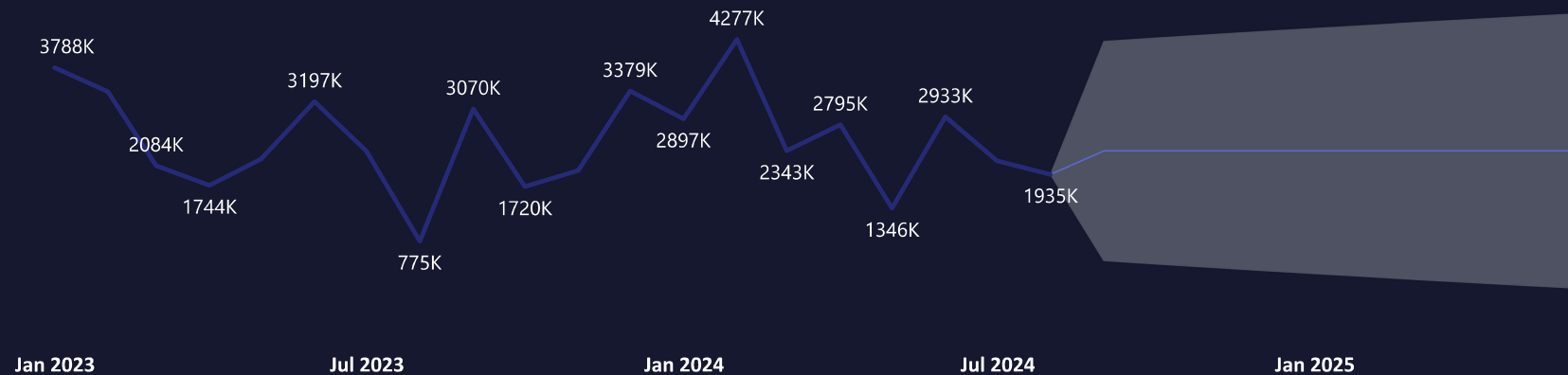
YEAR
All

MONTH
All

WHAT IF SALES BY YEAR / MONTH



WHAT IF DEAL VALUE BY YEAR / MONTH



LEAD METRICS OVERVIEW

Closing

Negotiation

Proposal

Prospecting

Qualification



20%

PROSPECTING %

21%

QUALIFICATION %

22%

PROPOSAL %

21%

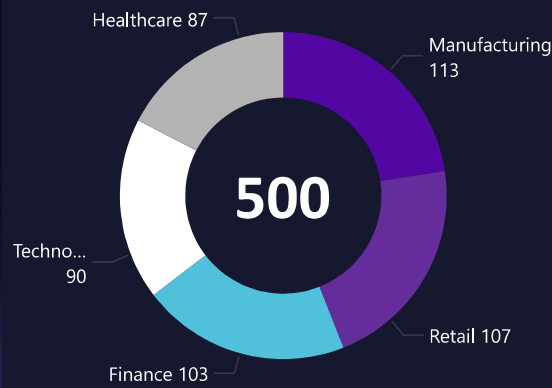
NEGOTIATION %

16%

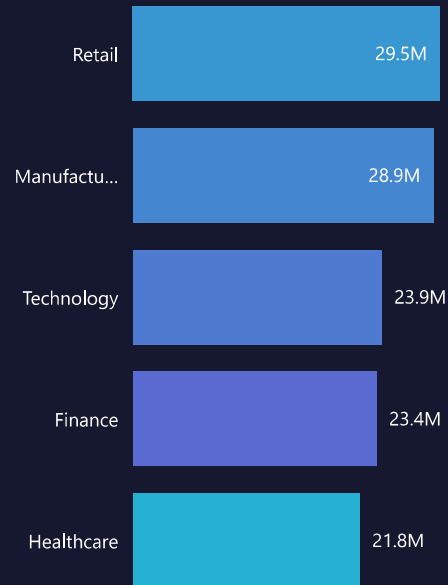
CLOSING %

LEADS & BUDGET DISTRIBUTION BY INDUSTRY

LEADS



BUDGET



MORE DETAILS

DEAL VALUE ACROSS SERVICES

TOP #

10





STATUS

All

YEAR

All

MONTH

All

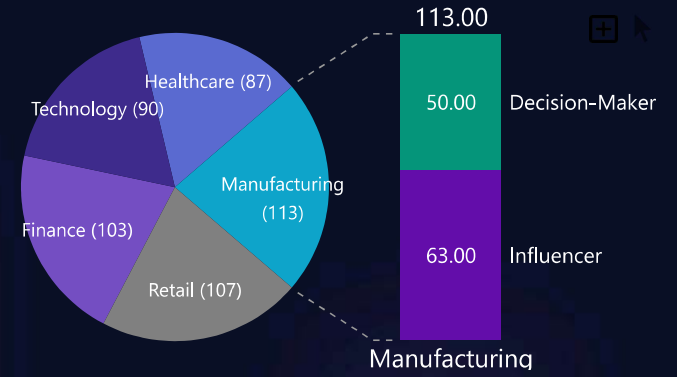
PERFORMANCE ANALYSIS TREND



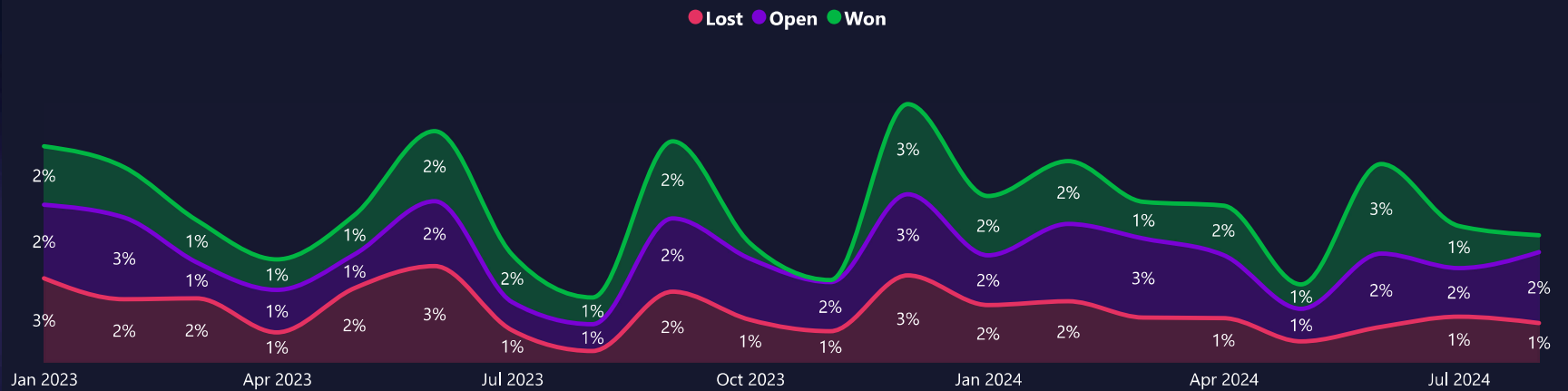
MOM DEAL VALUE PERFORMANCE



DECISION MAKERS & INFLUENCERS BY INDUSTRY



YEAR / MONTH BY CONVERSION RATE %





PIPELINE STAGE

All

INDUSTRY

All

YEAR

All

MONTH

All

STAGES OF SALES

Lost

Open

Won



PIPELINE STAGE	LEAD	INDUSTRY	SALESTEAM	PRODUCT	ENTRY DATE	EXIT DATE	STATUS	DEAL V
Closing	Allen-Olson	Finance	Europe	rule	02 August 2023	04 June 2024	Won	
Closing	Austin Group	Technology	Asia	poor	16 June 2024	16 June 2024	Won	
Closing	Castro Ltd	Finance	Asia	kitchen	24 March 2023	24 April 2024	Won	
Closing	Chang and Sons	Manufacturing	Europe	protect	26 March 2023	16 April 2023	Won	
Closing	Chavez LLC	Technology	Asia	activity	03 April 2023	23 August 2023	Won	
Closing	Cox-Cunningham	Manufacturing	North America	call	22 January 2023	22 November 2023	Won	
Closing	Davis-Hill	Technology	Europe	kitchen	23 June 2023	23 June 2024	Won	
Closing	Davis-Huff	Manufacturing	Europe	his	04 July 2023	01 July 2024	Won	
Closing	Fox, Garcia and Foley	Technology	North America	many	13 March 2024	13 March 2024	Won	
Closing	Harper LLC	Retail	Europe	easy	23 February 2024	23 February 2024	Won	
Closing	Harrison, Adams and Lewis	Finance	North America	win	03 February 2023	16 July 2023	Won	
Closing	Hill Ltd	Finance	Europe	factor	29 September 2023	22 April 2024	Won	
Closing	Jacobs-Mckinney	Healthcare	North America	attention	26 January 2023	25 March 2024	Won	
Closing	Lindsey-Foley	Technology	Global	media	18 December 2023	18 December 2023	Won	
Closing	Lopez, Murphy and Stone	Healthcare	Global	local	30 December 2023	30 December 2023	Won	
Closing	Moon, Reynolds and Howard	Manufacturing	Europe	against	26 February 2024	26 February 2024	Won	
Closing	Russell-Mcclain	Healthcare	Europe	brother	08 December 2023	04 February 2024	Won	
Closing	Thomas, Sanchez and Anthony	Technology	North America	three	04 February 2024	24 July 2024	Won	
Closing	Tucker-Olson	Technology	Global	large	26 December 2023	26 December 2023	Won	
Closing	Valencia-Thomas	Finance	Asia	kid	30 July 2024	30 July 2024	Won	
Closing	Walker-Simpson	Retail	Europe	around	07 January 2023	19 February 2024	Won	
Closing	Williams-Harvey	Healthcare	North America	federal	30 September 2023	30 September 2023	Won	
Negotiation	Benjamin-Rowe	Finance	Global	ball	19 May 2024	19 May 2024	Won	
Negotiation	Boyle-Newton	Manufacturing	Europe	hard	29 January 2024	29 April 2024	Won	