

个人作品展示

Smart Biz

针对SaaS企业数字化的BI系统





Smart Biz 智能 BI 系统

Smart Biz 智能BI系统



展示层



算法层



系统后台



数据

HTML

CSS

JQuery

Bootstrap

Echarts

Sales
Analysis

Customer
Profile

Lead to Cash
Funnel

Region/Industry
Analysis

Postgresql

Django

Numpy

Scikit-
Learn

Logging

Salesforce

Hubspot

Data
Warehouse

Google
Big Query

Who is my client ?
What is the performance of the marketing activities ?
How is the work of the my marketing team
What is the best industry for this sales's success ?
What is the industry update ?
**What should I do if I want to improve the
conversion rate**
How to organize the A/B Test>?
**What is the conversion rate of different industry for
the sales and marketing**

数据库



CRM 平台



其他



文本



图像



视频



网络爬虫

数据预处理
自动化

数据清洗



缺失数据填充



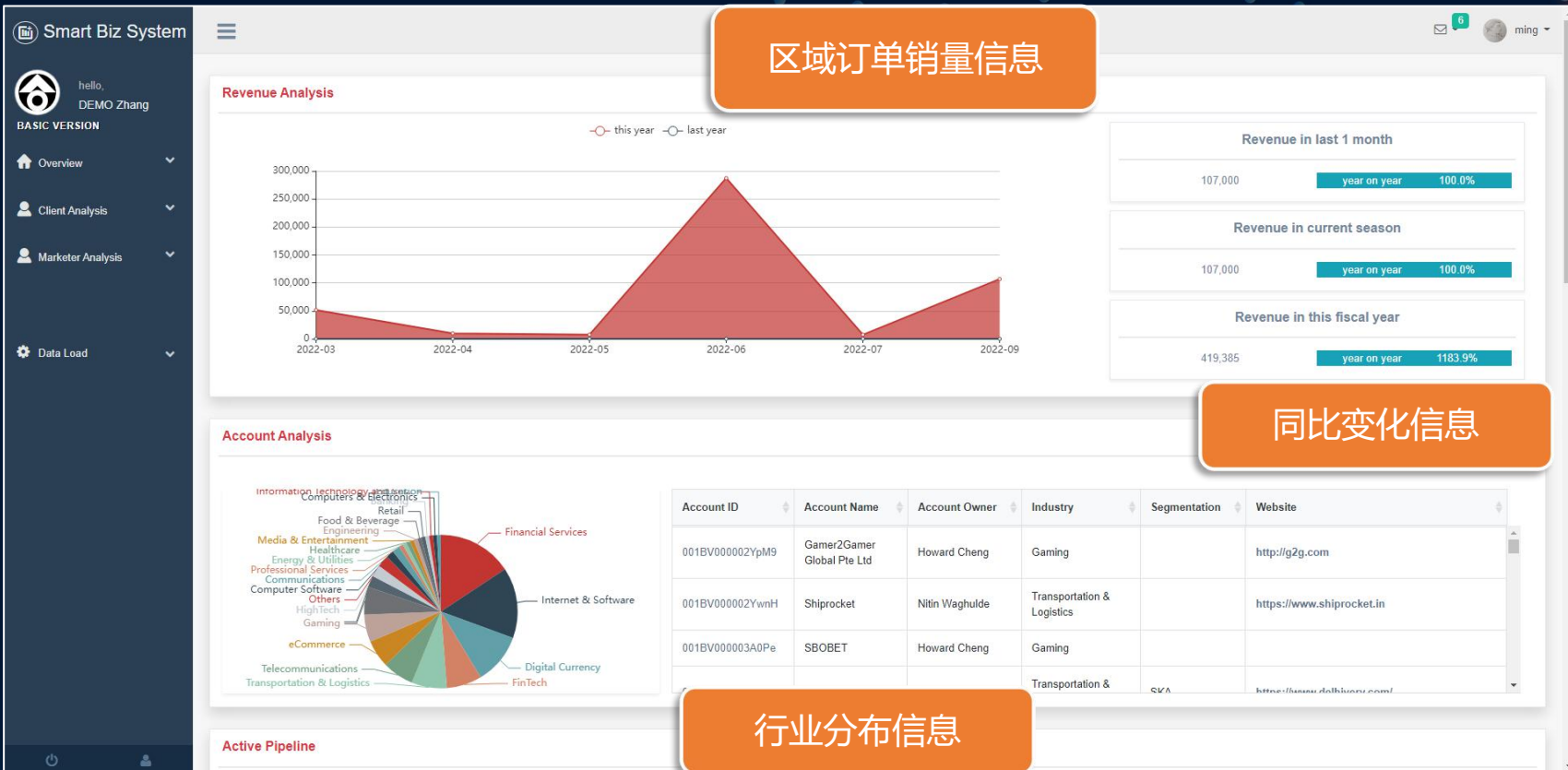
数据质量检测



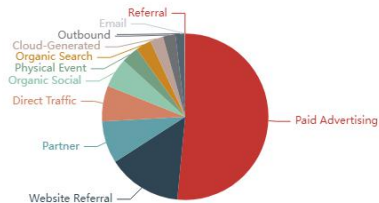
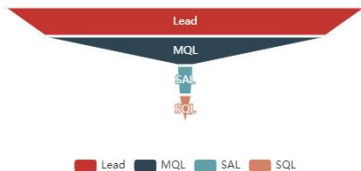
数据完整性检测

订单分布信息
销售趋势信息





Lead to Cash funnel



Seq	Stage	No.Contacts	%Contacts
1	Lead	4606	53.8
2	MQL	3603	
3	SAL	196	
4	SQL	150	

Lead To Cash 漏斗图

Seq	Lead Source	No.Contacts	%Contacts
1	Paid Advertising	1927	51.5
2	Website Referral	538	
3	Partner	307	
4	Direct Traffic	259	
5	Organic Social	215	5.7

Lead 来源分布

Month	No. Leads
2022-09	76
2022-08	281
2022-07	901
2022-06	552
2022-05	1287

Lead 变化趋势

Smart Biz System

hello,
DEMO Zhang

BASIC VERSION


Overview

Client Analysis

Marketer Analysis

Data Load

Client Profile



Client Name

Website

Country

Region

Industry

Labels

Big Company (Yes/No)

Employee Numbers

Mobiuspace

Hong Kong SAR, China

China Outbound

Internet & Software

No

None

Client 基本信息

CSG Team

Marketer

Salor

CSM 团队信息

Related Pipeline

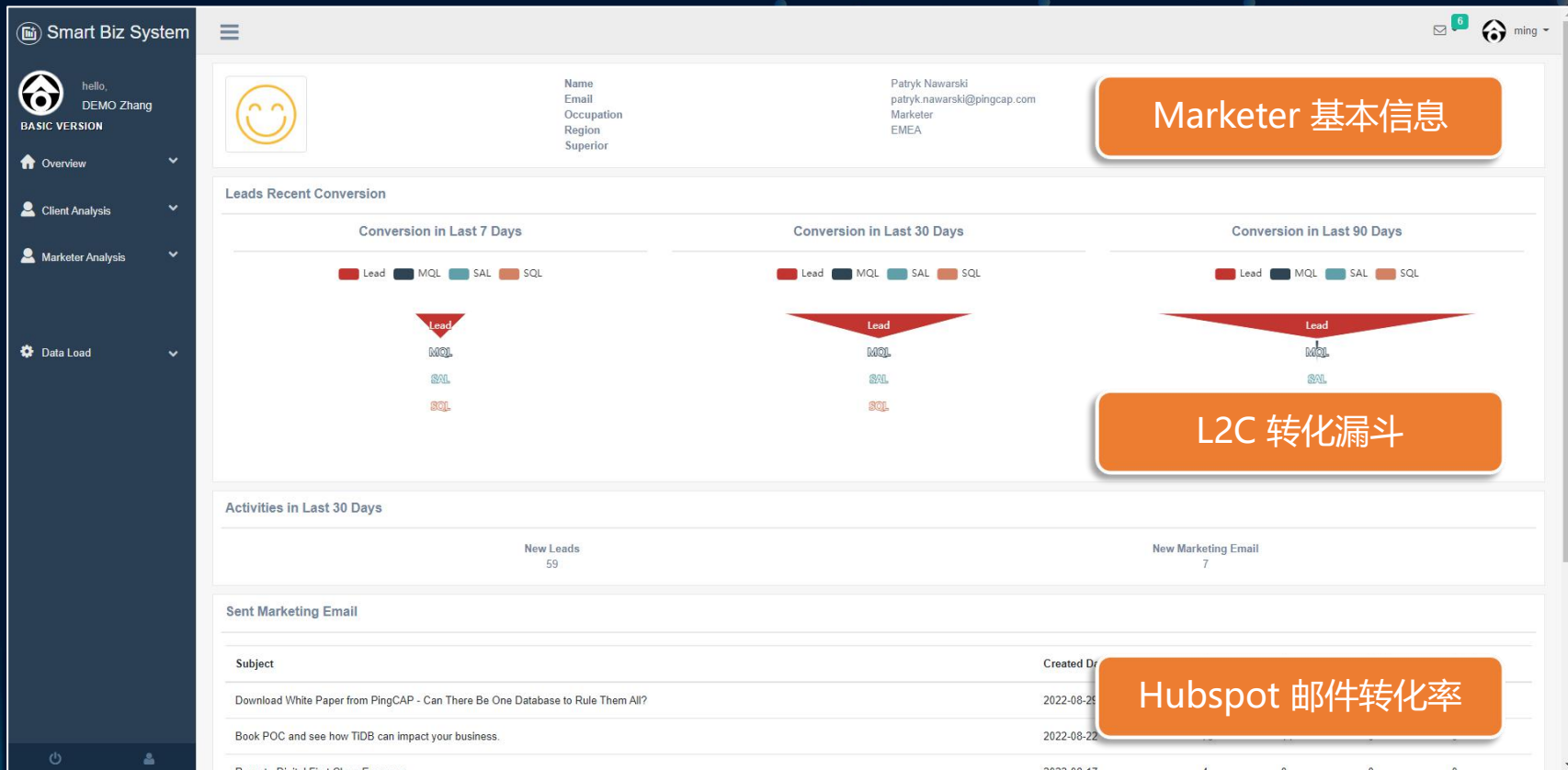
PPL Name	PPL Stage	Forecast Type	Risk Rating	PPL Probability	ACV Amount	Close Date
Mobiuspace - Social APP x Follow Cluster - TP - DBaaS - OD	Closed Won	Commit	Low			
Mobiuspace - Social APP x Follow Cluster - TP - DBaaS - CP	Bidding / Negotiating	Commit	Medium			
Mobiuspace - Social APP x Like Cluster - TP - DBaaS - OD	Bidding / Negotiating	Upside	Medium	40.0%	5000.0	2023-01-09

Pipeline 信息

Client Orders

Order Number	Order Start Date	Order Amount	Order Currency	Order Status	Related oppo
HK-OF-40569334	2022年6月1日	4708.19	USD	Activated	Mobiuspace -

客户 Order 信息



谢谢

Email: zhang.mingming@guming-tech.com