Total Revenue

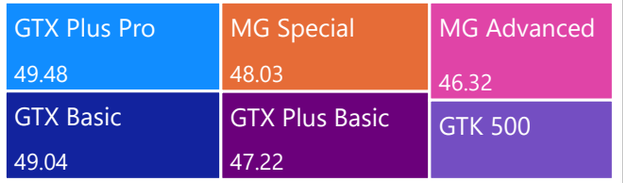
$10.0M

Revenue Per Month

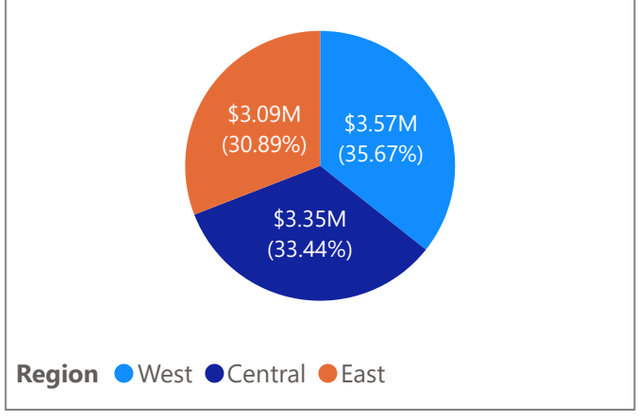
Revenue per Country

- Belgium $117,463
- Brazil $63,103
- China $86,690
- Germany $82,622
- Italy $114,352

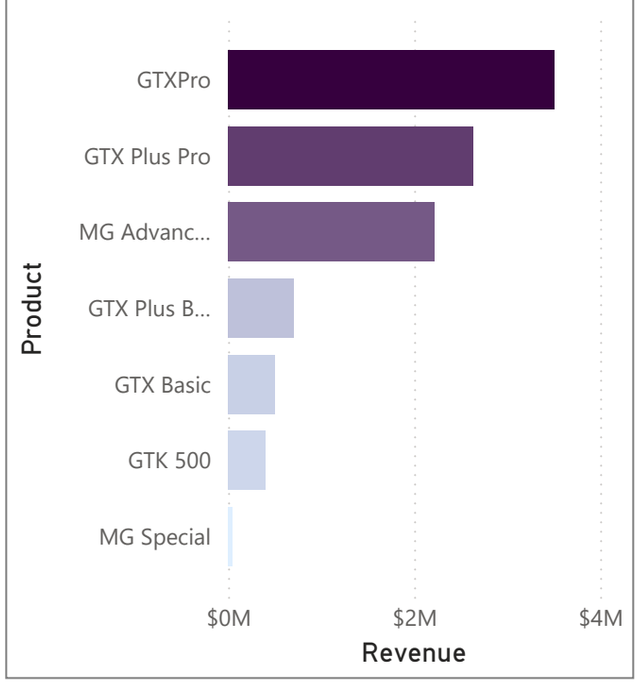
Product Win Rate



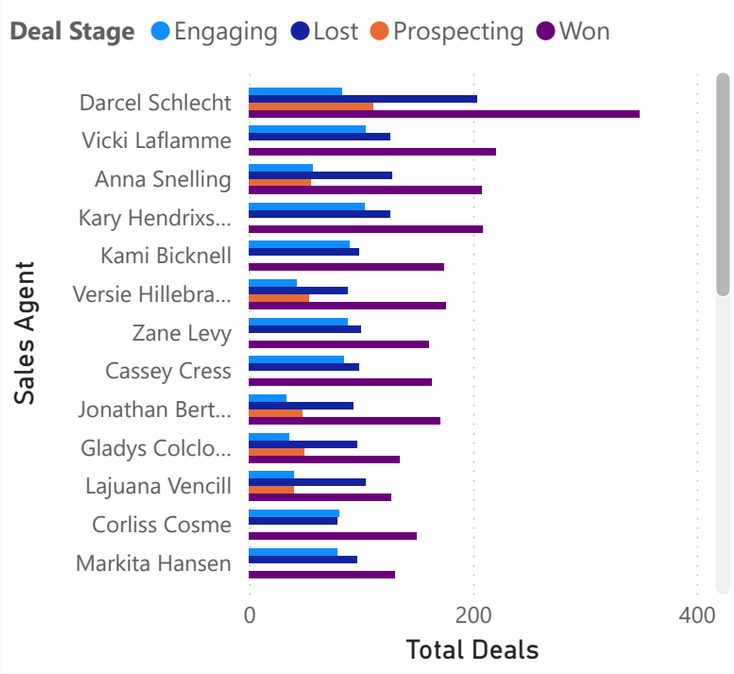
Revenue by Region



Revenue by Product



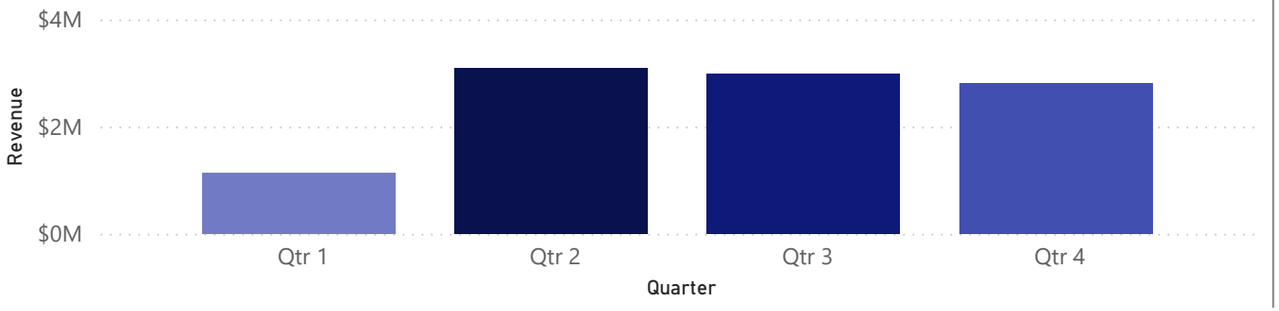
Sales Agent Performance



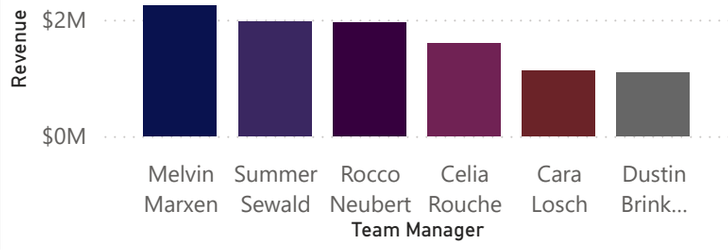
Revenue per Account

- Kan-code $341,455 Revenue
- Konex $269,245

Revenue by Quarter

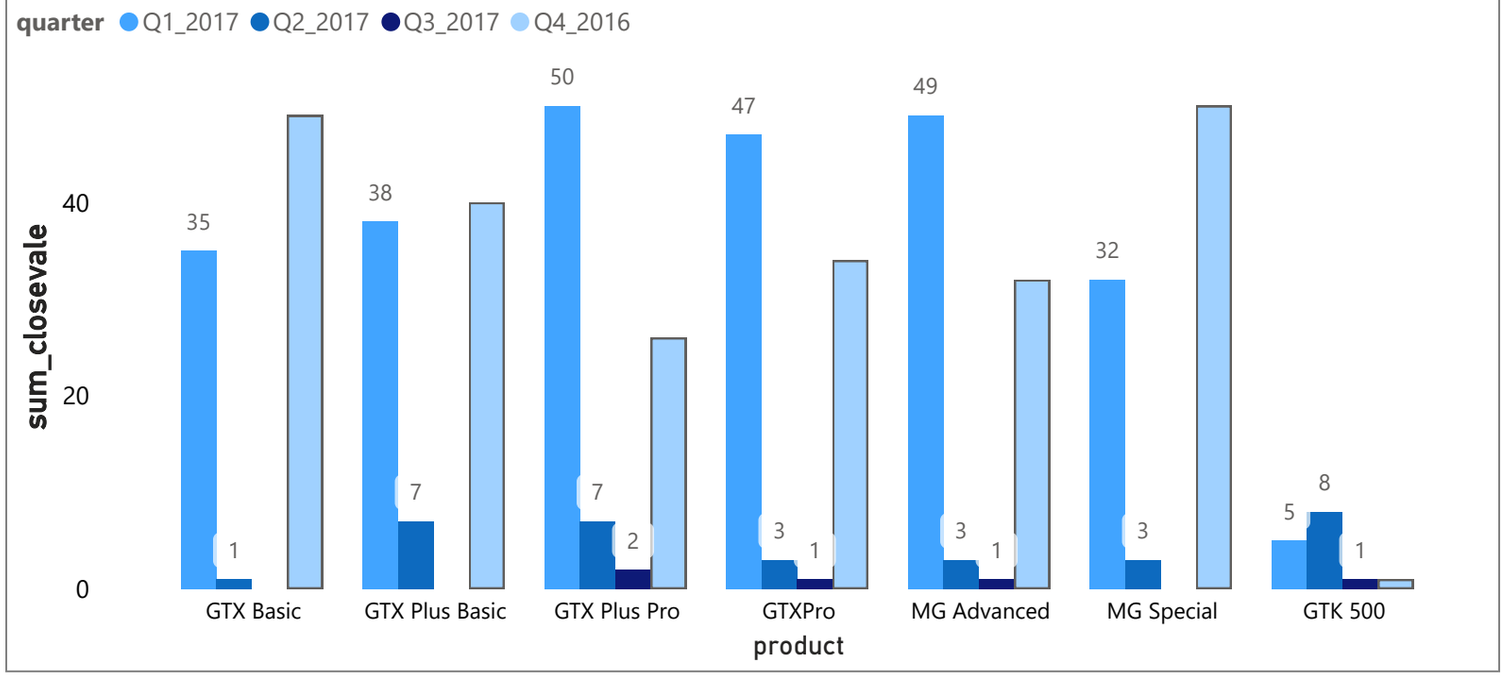


Revenue Per Team

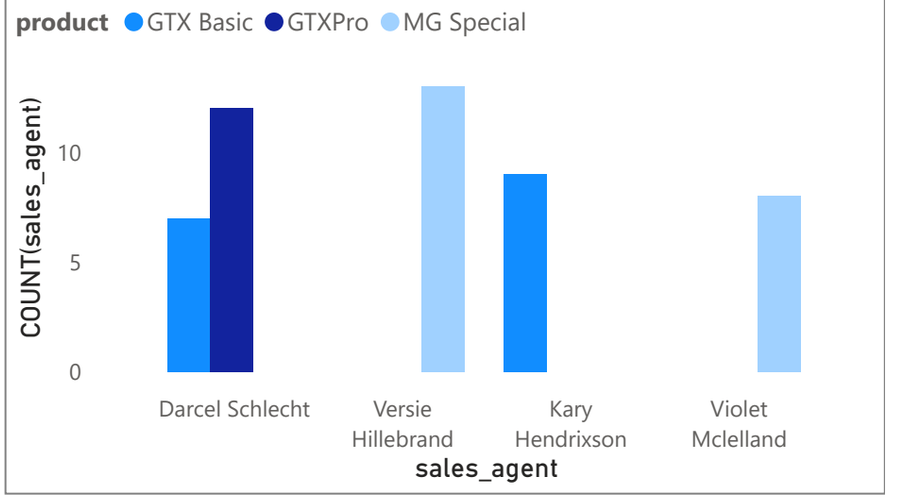


Top Product In Lost	Top Product In Won	Min Product Won	Min Product Lost	Total Deals
521	915	15	10	
GTX Basic	GTX Basic	GTK 500	GTK 500	8800

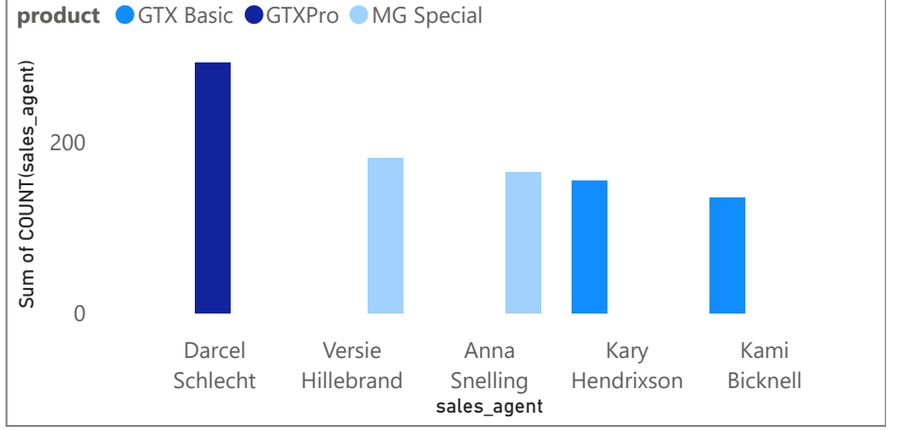
percentage of deals



Top 5 Sales Agent With Product in 2016



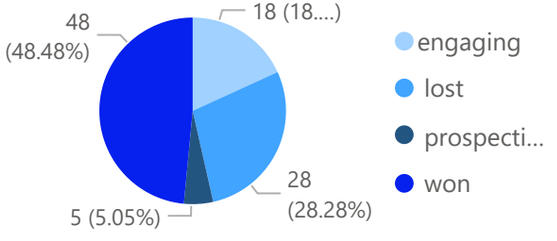
Top 5 Sales Agent With Product In 2017



Deals for Employes In Location

deal_stage_1	Sum of deal_stage	Sum of employes	Sum of revenues
⊞ Engaging	4908	27422694	12,162,218.22
⊞ Lost	2431	14452486	5,972,767.53
⊞ Prospecting	28	127312	41,412.89
⊞ Won	8	43957	21,528.44
Total	**7375**	**42046449**	**18,197,927.08**

Persentage Of Deals



```sql
---------------------------- QUERING -------------------------------
USE depi;

SELECT *
FROM sales_pipeline;

-- ------------ REVENUE ANALYSIS ----------------
-- ---------------------- TOTAL REVENUE --------------------------

SELECT
        sum(close_value) total_revenue
FROM sales_pipeline;

-- ------------------- REVENUE PER QUARTER ------------------------

SELECT
     CONCAT('Q', DATEPART(QUARTER, close_date)) AS quarter,
    SUM(close_value) AS total_quarter_revenue
FROM sales_pipeline
WHERE close_value IS NOT NULL
GROUP BY CONCAT('Q', DATEPART(QUARTER, close_date))
ORDER BY quarter;

-- --------------------- REVENUE PER TEAM ------------------------

SELECT
        st.manager, SUM(sp.close_value) total_sales_per_team
FROM sales_pipeline sp
JOIN sales_teams st
        ON sp.sales_agent = st.sales_agent
GROUP BY manager
ORDER BY total_sales_per_team DESC;

-- -------------------- REVENUE BY COUNTRY ------------------------

SELECT
        office_location,
        SUM(close_value) revenue_by_country
FROM sales_pipeline sp
INNER JOIN accounts a
ON sp.account = a.account
GROUP BY office_location
ORDER BY revenue_by_country DESC

-- --------------------- REVENUE BY REGION ------------------------

SELECT
        regional_office, SUM(close_value) revenue_by_region
FROM sales_pipeline sp
INNER JOIN sales_teams st
ON sp.sales_agent = st.sales_agent
GROUP BY regional_office
ORDER BY revenue_by_region DESC

-- -------------------------- REVENUE BY ACCOUNT ---------------------------

SELECT
        sp.account, SUM(close_value) revenue_by_account
FROM sales_pipeline sp
INNER JOIN accounts a
ON sp.account = a.account
GROUP BY sp.account
ORDER BY revenue_by_account DESC

-- -------------------------- REVENUE PER PRODUCT --------------------------

SELECT
        distinct product, SUM(close_value) revenue_per_product
FROM sales_pipeline
GROUP BY product
ORDER BY revenue_per_product DESC

-- ---------------------------- PRODUCT WIN RATE ---------------------------

SELECT
    p.product,
    SUM(CASE WHEN sp.deal_stage = 'Won' THEN 1 ELSE 0    END) AS won_deals,
    COUNT(*) AS total_deals,
    CONCAT(ROUND(SUM(CASE WHEN sp.deal_stage = 'Won' THEN 1 ELSE 0 END)
        * 100.0 / COUNT(*), 2), '%') AS win_rate
FROM sales_pipeline sp
INNER JOIN products p ON p.product = sp.product
GROUP BY p.product
ORDER BY win_rate DESC;

-- ------------------------ SALES AGENTS PERFORMANCE ----------------------

SELECT
        DISTINCT sales_agent, deal_stage, COUNT(deal_stage) total_deals,
        ROUND(COUNT(deal_stage) * 100.0 / SUM(COUNT(deal_stage)) OVER
        (PARTITION BY sales_agent), 2) AS percentage
FROM
    sales_pipeline
GROUP BY sales_agent, deal_stage
ORDER BY sales_agent, total_deals DESC;

-- ---------------------------- LAGGING AGENTS ----------------------------

SELECT
    sales_agent,
    deal_stage,
    COUNT(deal_stage) AS total_deals,
    ROUND(COUNT(deal_stage) * 100.0 / SUM(COUNT(deal_stage)) OVER (PARTITION
         BY sales_agent), 2) AS percentage
FROM sales_pipeline
GROUP BY sales_agent, deal_stage
ORDER BY deal_stage, percentage DESC;
```