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Sales Pipeline Reporting Sheet

Snapshot

Total Qualified Prospects in Pipeline: 7

Total sales potential: £14,650

Average Sales Cycle time (days): 26

Overall Sales Conversion rate: 14%

15,000
Forecast

50%

10,000
Pipeline

33%

Actual Conversion	90%	80%	70%	60%	50%	40%	30%	20%	10%	0%
7	0	5	4	3	2	1	0	0	0	0
										Avg. Sales Cycle
										26

Prospect Details	Probability	First Contact Date	Last Contact Date	Order size	Lead Source	Forecast / Actual Close	SALES STAGE								Sales Cycle		
							Lead Qualified	Needs Investigation	RFQ	Proposal / Design	Proposal / Quotation	Negotiation	Written Order	Delivery			
AB Services - Alan Jones	100%	15/05/09	16/05/09	£1,000	Web	23/05/09	1	1	0	0	0	0	0	0	0	0	1
DCB Sales - Peter Strong	70%	14/05/09	15/05/09	£2,000	Referral	23/05/09	1	1	1	1	1	1	1	1	1	1	1
Blackstar Account - Joe Evans	40%	14/05/09	14/05/09	£1,000	Telem	26/05/09	1	1	1	1	1	1	1	1	1	1	1
Example	50%	22/05/09	22/05/09	£800	Telem	23/05/09	1	1	0	0	0	0	0	0	0	0	0
Example	40%	29/05/09	29/05/09	£1,500	Web	04/06/09	1	1	0	0	0	0	0	0	0	0	0
Example	40%	29/05/09	29/05/09	£750	Self	11/06/09	1	1	0	0	0	0	0	0	0	0	0
Example	30%	30/05/09	02/06/09	£300	Self	26/05/09	1	0	0	0	0	0	0	0	0	0	0

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