Sales Pipeline Dashboard Mock-Up

Region
DACH ▽

Sub-Region
All ▽

Business Unit
Analytics ▽

Close Date
1/1/2020 – 12/31/2020 ▽

Create Date
All ▽

$343M
Opportunities Value

▲ 1.0%
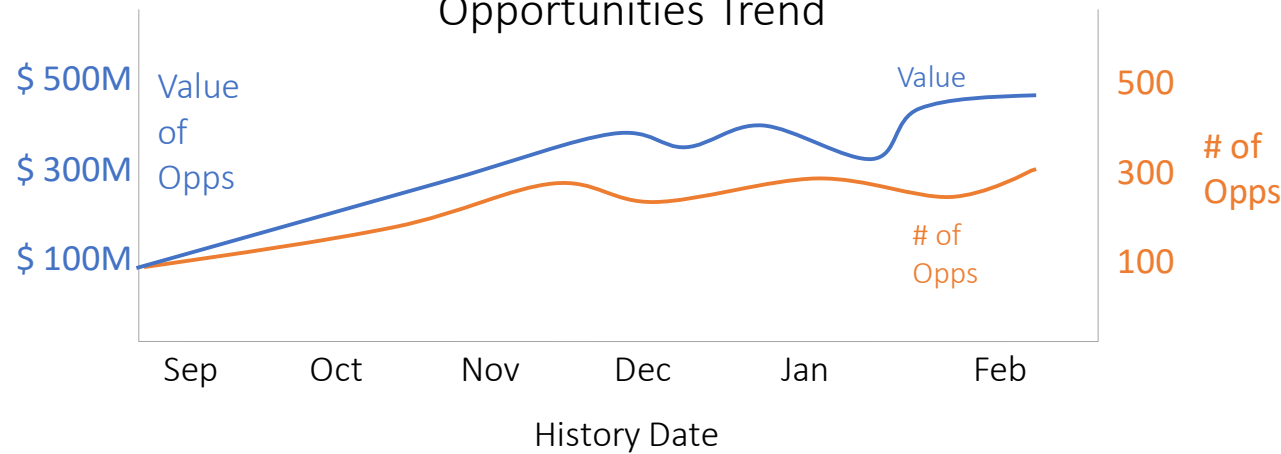over last year

▼ 0.2%
over last week

753
Opportunities Count
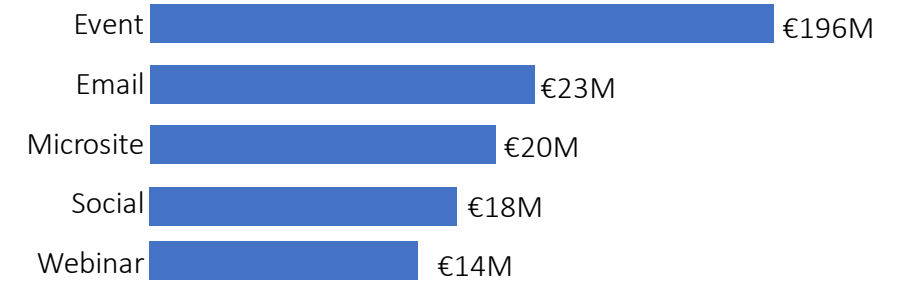
▲ 0.5%
over last year

▼ 0.1%
over last week

51%
% Marketing Sourced

▲ 1.0%
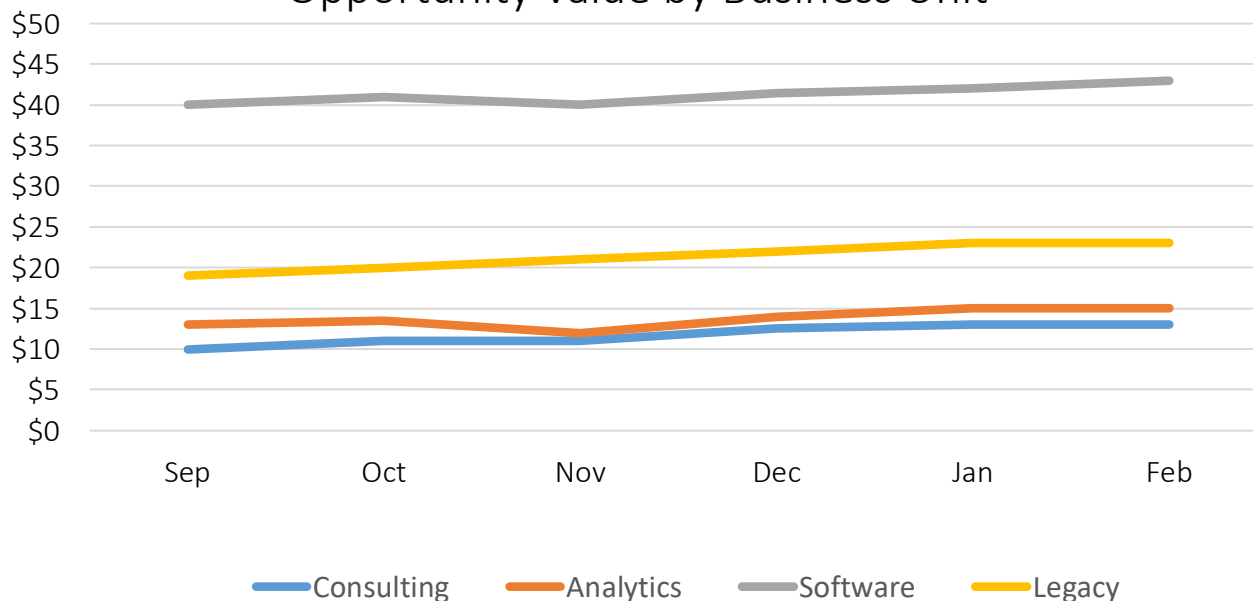over last year

▲ 0.1%
over last week

Opportunities Trend

- $ 500M
- $ 300M
- $ 100M

Value of Opps

500
300
100
# of Opps

Value

# of Opps

Sep Oct Nov Dec Jan Feb

History Date

Opportunity Value by [Campaign Type ▽]

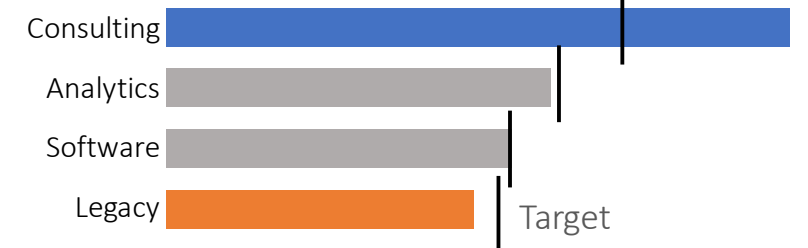|	
Event	€196M
Email	€23M
Microsite	€20M
Social	€18M
Webinar	€14M

*Can hover over to see opportunity count and can toggle to new vs existing logo, marketing sourced vs everything else

Opportunity Value by Business Unit

$50
$45
$40
$35
$30
$25
$20
$15
$10
$5
$0

Sep Oct Nov Dec Jan Feb

— Consulting — Analytics — Software — Legacy

Opportunity Value to Target

Consulting	
Analytics	
Software	
Legacy	Target

Legend

- Exceeding Target
- Close to Target
- Behind Target