

Dashboard **Sales Manager Dashboard**

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Test Dashboard



Pipeline Metrics



Sales Leaderboard

Sales Rep Leader Board

| Opportunity Owner | Total Closed | Avg Deal |
|-------------------|---------------|----------|
| Kasey Central | \$51K | \$27K |
| Ely East | \$68K | \$23K |
| Bill West | \$82K | \$20K |
| Ricky East | \$64K | \$16K |
| Cindy Central | \$44K | \$15K |
| Wendy West | \$23K | \$12K |
| Total | \$382K | |

Win Percentage in %: 47

Closed Business



Product Pipeline by Quarter



Win Rate Leaderboard

Win Rate By Rep

| Opportunity Owner | Close Rate |
|-------------------|------------|
| Cindy Central | 100 |
| Kasey Central | 50 |
| Bill West | 44 |
| Ricky East | 40 |
| Wendy West | 42 |
| Wendy West | 50 |

Salesforce Crm User Guide

Robert R. Moeller



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