

Dashboard
Sales Manager Dashboard

Show Chatter Following

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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	\$383K	

Closed Business



Product Pipeline by Quarter



Win Percentage in %: 47

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

RJ Alexander



Salesforce Crm User Guide:

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