

ANNUAL SALES REP ACTIVITY REPORT TEMPLATE

YEAR: 2020 REPORT PREPARED BY: Julie L. SIGNATURE: _____

SALESPERSONS ACCOUNTED FOR IN THIS REPORT

Kathy M., Sales Representative
Karen E., Sales Representative
Brian M., Sr. Sales Representative
Cathy G., Assistant Sales Coordinator
Toshia P., Sr. Sales Representative
Kathleen P., Sales Representative

SALES ACTIVITY SUMMARY

Note: Open to compare for reports below. Summary data from the column reports will appear in this Summary data column below.

MONTH	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Outbound Calls	342	441	408	397	441	475	408	408	398	370	390	402	4912
Sales Visits	333	441	398	321	418	475	448	370	378	370	401	378	4756
Total units Sold	339	337	402	321	338	402	390	374	348	333	404	398	4594
Total Sales Amount	\$ 35,490.00	\$ 48,337.00	\$ 39,444.00	\$ 33,599.00	\$ 48,337.00	\$ 53,554.00	\$ 35,490.00	\$ 31,247.00	\$ 30,490.00	\$ 30,490.00	\$ 35,490.00	\$ 35,490.00	\$ 417,870.00

SALES CALLS PER SALE REPRESENTATIVE

Outbound Calls	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	98	94	88	94	97	98	94	88	74	88	74	88	1000
Karen	84	79	78	84	88	84	84	84	87	84	88	88	939
Brian	84	79	84	84	84	84	84	84	87	84	88	88	939
Cathy	84	84	84	84	84	84	84	84	84	84	84	84	714
Toshia	84	84	84	84	84	84	84	84	84	84	84	84	714
Kathleen	87	74	78	78	88	98	88	87	77	87	88	87	817
Total number of Calls	342	441	408	397	441	475	408	408	398	370	390	402	4912

SALES VISITS PER SALE REPRESENTATIVE

Sales Visits	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	98	94	88	94	97	98	94	88	87	88	74	88	949
Karen	84	79	84	84	88	84	84	84	87	84	88	88	939
Brian	84	79	84	84	84	84	84	84	87	84	88	88	939
Cathy	84	84	84	84	84	84	84	84	84	84	84	84	714
Toshia	84	84	84	84	84	84	84	84	84	84	84	84	714
Kathleen	87	74	78	78	88	98	88	87	77	87	88	87	817
Total number of Visits	333	441	398	321	418	475	448	370	378	370	401	378	4756

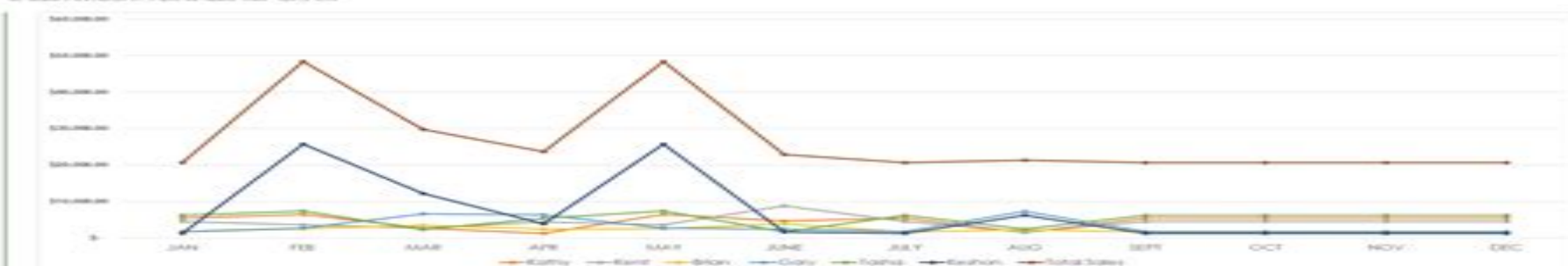
UNITS SOLD PER SALE REPRESENTATIVE

Units Sold	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	33	33	34	34	37	48	34	38	47	48	74	52	789
Karen	33	34	34	34	33	34	37	34	33	34	33	33	740
Brian	44	79	47	34	12	34	38	21	47	48	38	34	479
Cathy	17	34	34	34	44	78	37	44	74	34	33	78	800
Toshia	34	37	47	48	73	34	48	34	39	33	47	47	937
Kathleen	34	38	78	33	88	11	31	47	11	47	44	11	494
Total units Sold	339	337	402	321	338	402	390	374	348	333	404	398	4594

SALES AMOUNT PER SALES REP

Sales Amount	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	ANNUAL TOTALS
Kathy	\$ 3,400.00	\$ 4,300.00	\$ 3,400.00	\$ 3,200.00	\$ 4,300.00	\$ 4,800.00	\$ 3,400.00	\$ 3,200.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 41,700.00
Karen	\$ 4,300.00	\$ 3,400.00	\$ 3,400.00	\$ 4,300.00	\$ 3,400.00	\$ 3,700.00	\$ 4,300.00	\$ 3,400.00	\$ 4,300.00	\$ 4,300.00	\$ 4,300.00	\$ 4,300.00	\$ 51,400.00
Brian	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 34,400.00
Cathy	\$ 1,700.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 38,500.00
Toshia	\$ 4,300.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 4,300.00	\$ 3,400.00	\$ 4,300.00	\$ 4,300.00	\$ 4,300.00	\$ 4,300.00	\$ 48,500.00
Kathleen	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 3,400.00	\$ 41,700.00
Total Sales	\$ 20,400.00	\$ 28,300.00	\$ 20,400.00	\$ 20,400.00	\$ 28,300.00	\$ 33,500.00	\$ 20,400.00	\$ 21,247.00	\$ 20,400.00	\$ 20,400.00	\$ 20,400.00	\$ 20,400.00	\$ 217,870.00

SALES AMOUNT PER SALES REP CHART



Sales Rep Prosecute Report Complaint Samples

Roman Wölfel



Sales Rep Prosecute Report Complaint Samples:

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