

MAVEN TECH - QUARTERLY SALES | 2017

PERFORMANCE BY MANAGER | Closed opportunities, AQ vs LQ

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[DETAILS](#)
[OPEN](#)
[Q1](#)
[Q2](#)
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Celia Rouche



Dustin Brinkmann



Cara Losch



Rocco Neubert



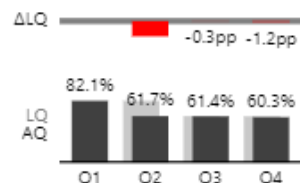
Summer Sewald



Melvin Marxen

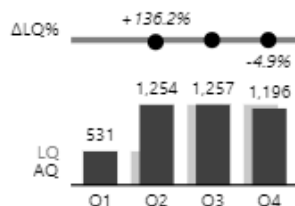
Won %

ΔLQ ▼ | -0.3%



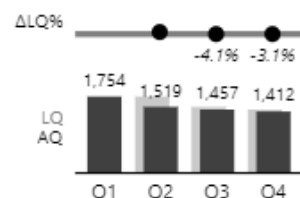
Won #

ΔLQ ▲ | 0.2%



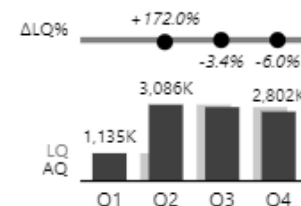
Avg Price

ΔLQ ▼ | -4.1%



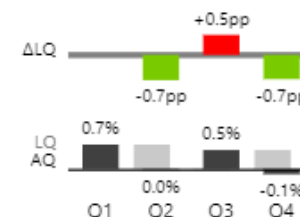
Total Price

ΔLQ ▼ | -3.4%



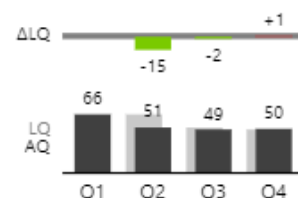
Discount %

ΔLQ ▼ | 0.5%



Conversion Time

ΔLQ ▼ | -3.6%



PERFORMANCE OF SALES AGENTS

	Won% ↓	ΔPQ	Avg Value	Discount	Won #	Time
Cara Losch	66.5%	+4.3pp	1,497	0.8%	147	44
Rosie Papadopoulos	74.2%	+9.2pp	1,929	-2.6%	23	34
Wilburn Farren	72.7%	-1.0pp	1,722	4.4%	16	59
Garret Kinder	70.6%	+12.7pp	1,390	0.0%	24	56
Corliss Cosme	64.0%	+4.0pp	1,953	0.5%	48	39
Violet Mclelland	61.0%	-0.8pp	667	4.7%	36	43
Melvin Marxen	64.1%	+2.5pp	1,710	-0.1%	288	46
Jonathan Berthelot	66.7%	-3.7pp	1,463	0.2%	54	53
Marty Freudenburg	66.7%	+2.0pp	1,745	1.7%	38	42
Total	61.4%	-0.3pp	1,457	0.5%	1,257	45

PERFORMANCE OF PRODUCTS

	Won% ↓	ΔPQ	Avg Value	Discount	Won #	Time
GTX	62.0%	-0.2pp	1,658	0.3%	837.0	45
GTX Plus Basic	64.2%	+2.0pp	691	1.9%	212.0	47
GTX Pro	61.4%	-1.1pp	2,980	-0.6%	226.0	43
GTX Plus Pro	61.1%	-3.4pp	3,315	1.1%	143.0	41
GTX Basic	61.1%	+0.3pp	333	0.9%	256.0	48
MG	60.3%	-0.5pp	924	0.9%	416.0	45
MG Special	63.9%	+2.7pp	35	-0.8%	230.0	45
MG Advanced	56.4%	-4.0pp	1,894	1.0%	186.0	44
GTK	66.7%	+3.0pp	17,434	2.4%	4.0	74
Total	61.4%	-0.3pp	1,457	0.5%	1.3K	45

MAVEN TECH - QUARTERLY SALES | 2017

DETAILS BY SALES AGENTS & ACCOUNTS | Closed opportunities, AQ vs LQ

SUMMARY

DETAILS

OPEN

Q1

Q2

Q3

Q4



Celia Rouche



Dustin Brinkmann



Cara Losch



Rocco Neubert

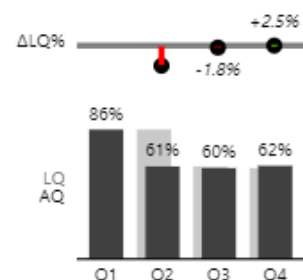


Summer Sewald

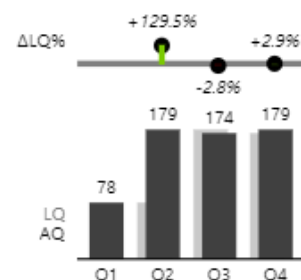


Melvin Marxen

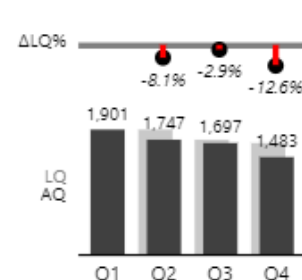
Won %



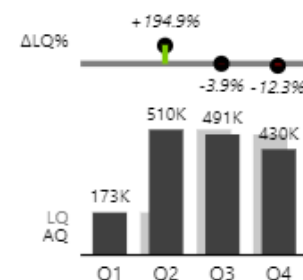
Won #



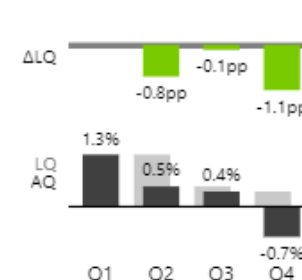
Avg Value



Total Value



Discount %



Conversion Time (days)



PERFORMANCE OF SALES AGENTS BY REGION

	Value Total Opp	Won % ↓	Avg Value	Discount	Won #	Time
West	491K	60.2%	1,697	0.4%	174	44
Rosalina Dieter	86K	65.6%	2,702	0.0%	21	51
Hayden Neloms	73K	64.4%	1,631	-0.3%	29	37
Vicki Laflamme	169K	61.8%	1,654	-0.7%	63	43
Markita Hansen	140K	56.2%	1,911	2.8%	41	45
Elease Gluck	22K	54.1%	606	-3.1%	20	43
Total	491K	60.2%	1,697	0.4%	174	44

PERFORMANCE OF SECTOR & ACCOUNTS

	Value Total Opp	Won % ↓	Avg Value	Discount	Won #	Time
marketing	27K	88.2%	1,591	0.7%	15.0	45
entertainment	60K	71.4%	2,867	-6.1%	15.0	41
telecommunications	72K	69.0%	2,483	3.0%	20.0	42
finance	26K	64.3%	1,890	2.1%	9.0	55
software	72K	59.5%	1,942	1.6%	22.0	47
retail	74K	59.1%	1,124	-1.9%	39.0	57
employment	43K	53.3%	2,883	5.8%	8.0	33
technology	41K	51.5%	1,257	3.5%	17.0	37
services	49K	51.4%	1,399	0.5%	18.0	30
Total	491K	60.2%	1,697	0.4%	174.0	44

MAVEN - QUARTERLY SALES | 2017

DETAILS BY ENGAGING STATUS | open opportunities, AQ

SUMMARY

DETAILS

OPEN

Q1

Q2

Q3

Q4



Celia Rouche



Dustin Brinkmann



Cara Losch



Rocco Neubert



Summer Sewald

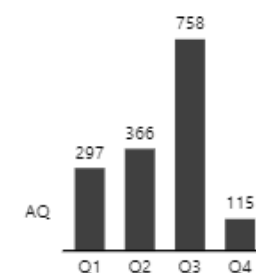


Melvin Marxen

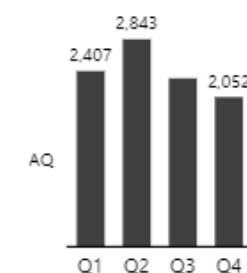
PERFORMANCE OF MANAGER & SALES AGENTS

	Open #	Value Avg	Value Total	Time Open
▼ Melvin Marxen	215	2,520	542K	155
Darcel Schlecht	83	3,298	274K	156
Gladys Colclough	36	1,736	63K	156
Jonathan Berthelot	33	1,203	40K	156
Marty Freudenburg	33	3,297	109K	153
Niesha Huffines	30	1,898	57K	154
▼ Dustin Brinkmann	193	1,465	283K	155
Anna Snelling	57	1,674	95K	156
Versie Hillebrand	43	1,132	49K	155
Lajuana Vencill	40	1,463	59K	154
Moses Frase	34	1,487	51K	155
Cecily Lampkin	19	1,556	30K	156
▼ Summer Sewald	121	2,446	296K	136
Zane Levy	31	2,192	68K	134
Kami Bicknell	26	2,257	59K	136
Maureen Marciano	24	2,032	49K	136
Kary Hendrixson	23	2,758	63K	147
James Ascencio	17	3,358	57K	127
▼ Celia Rouche	98	3,039	298K	136
Total	758	2,308	1,750K	147

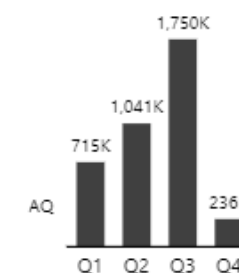
Open



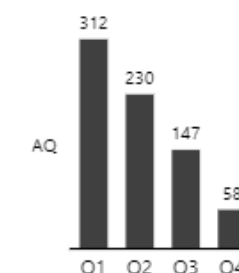
Avg Value



Total Value



Time Open



PERFORMANCE OF SECTOR & ACCOUNTS

	Open #	Value Avg	Value Total	Time Open
>	524	2,269	1,189K	147
> retail	47	1,958	92K	150
> medical	40	3,089	124K	145
▼ technology	27	2,728	74K	151
Acme Corporation	4	1,848	7K	158
Donquadtech	4	2,329	9K	152
Iselectrics	4	1,848	7K	124
Bluth Company	3	914	3K	151
Hottechi	2	55	0K	161
Total	758	2,308	1,750K	147