

QUARTERLY BUSINESS REVIEW

Inside Sales Review

SMB Inside Sales · Q2 2026

TEAM

SMB Inside Sales

QUARTER

Q2 2026

OWNER

**Regional Sales
Head**



Agenda

01 Results

02 Pipeline

03 Wins & lessons

04 Next quarter



Quarter at a glance

112%

of revenue target

₹6.4 Cr

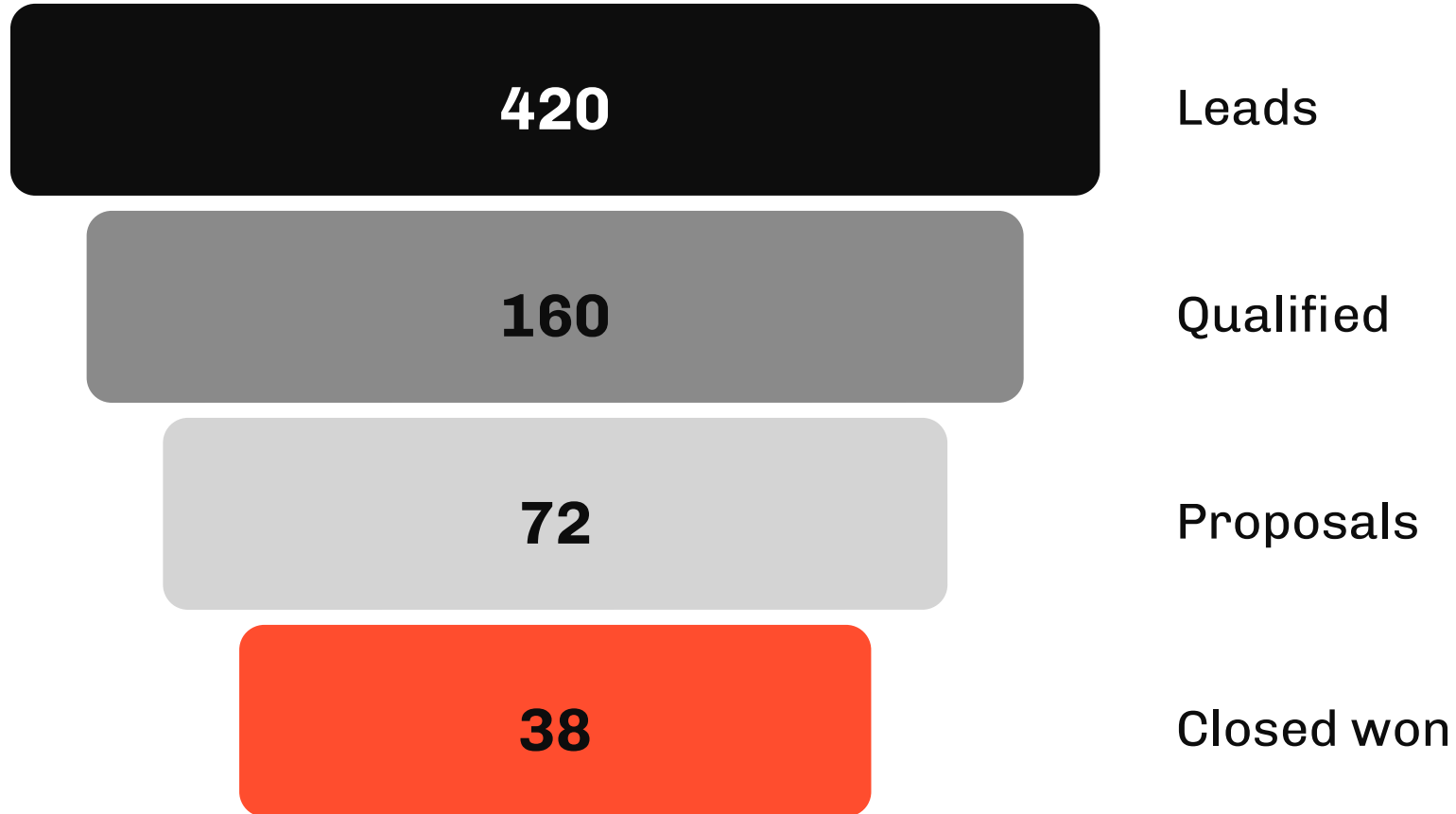
closed revenue

38

new logos

Sample data.

Pipeline health



Revenue by product



Sample data for illustration.



Wins of the quarter

1

Largest deal

Multi-year contract with a regional retailer.

2

Fastest close

From first call to signature in 19 days.

3

Expansion

Three accounts doubled their seats.

What worked, what didn't

Worked

- Industry-specific demos
- Faster proposals with templates
- Joint calls with product team

vs

Improve

- Follow-up after demos
- Forecast accuracy
- Handover to onboarding

Plan for next quarter



Focus

Top 20 accounts by
potential



Enable

New pitch deck and case
studies



Execute

Weekly pipeline reviews



Measure

Win rate and cycle time



Asks from leadership

- Two more pre-sales engineers
- Marketing budget for an industry event
- Faster legal review for contracts
- Approval for partner discounts

Let's close the year strong

Thank you, team.

SMB Inside Sales

