

QUARTERLY BUSINESS REVIEW

Q4 Account Management QBR

Key Accounts · Q4 2026

Key Accounts · Q4 2026 · Regional Sales Head



02 | Agenda

01

Results

02

Pipeline

03

Wins & lessons

04

Next quarter

03 | Quarter at a glance

112%

of revenue target

₹6.4 Cr

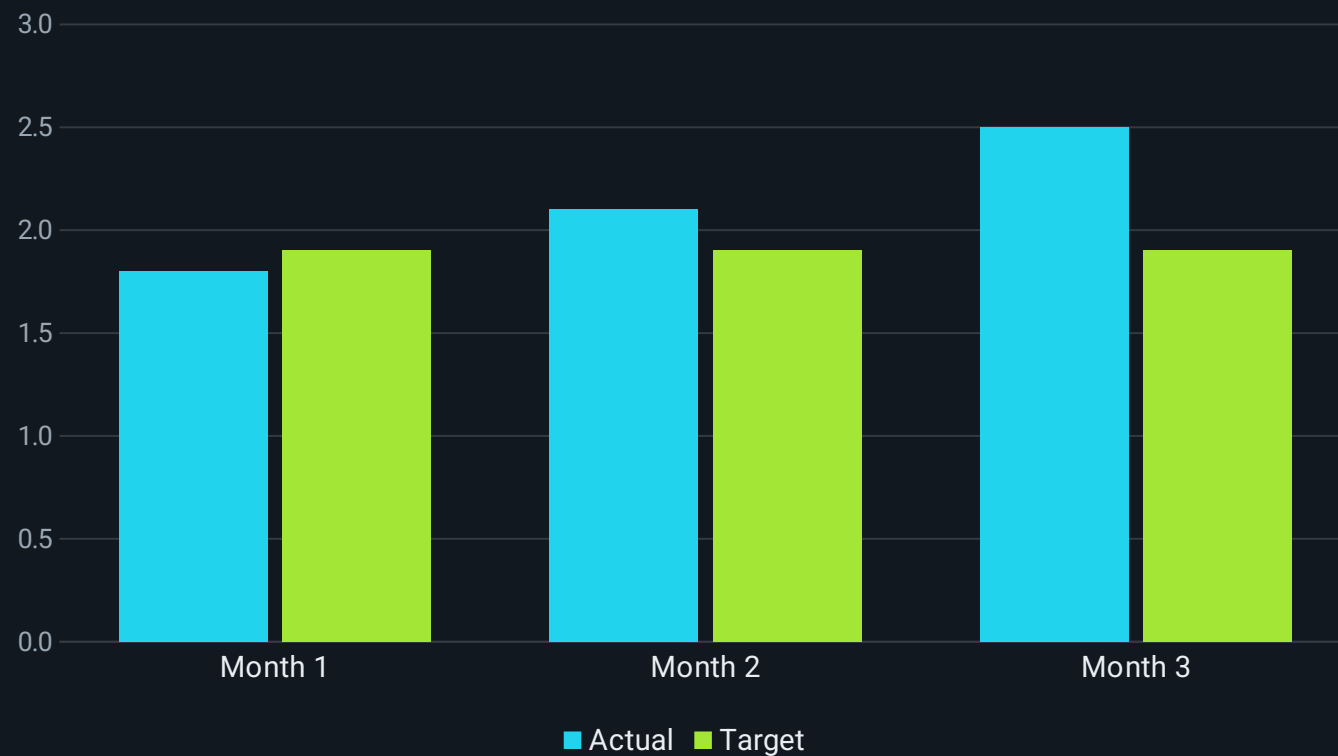
closed revenue

38

new logos

Sample data.

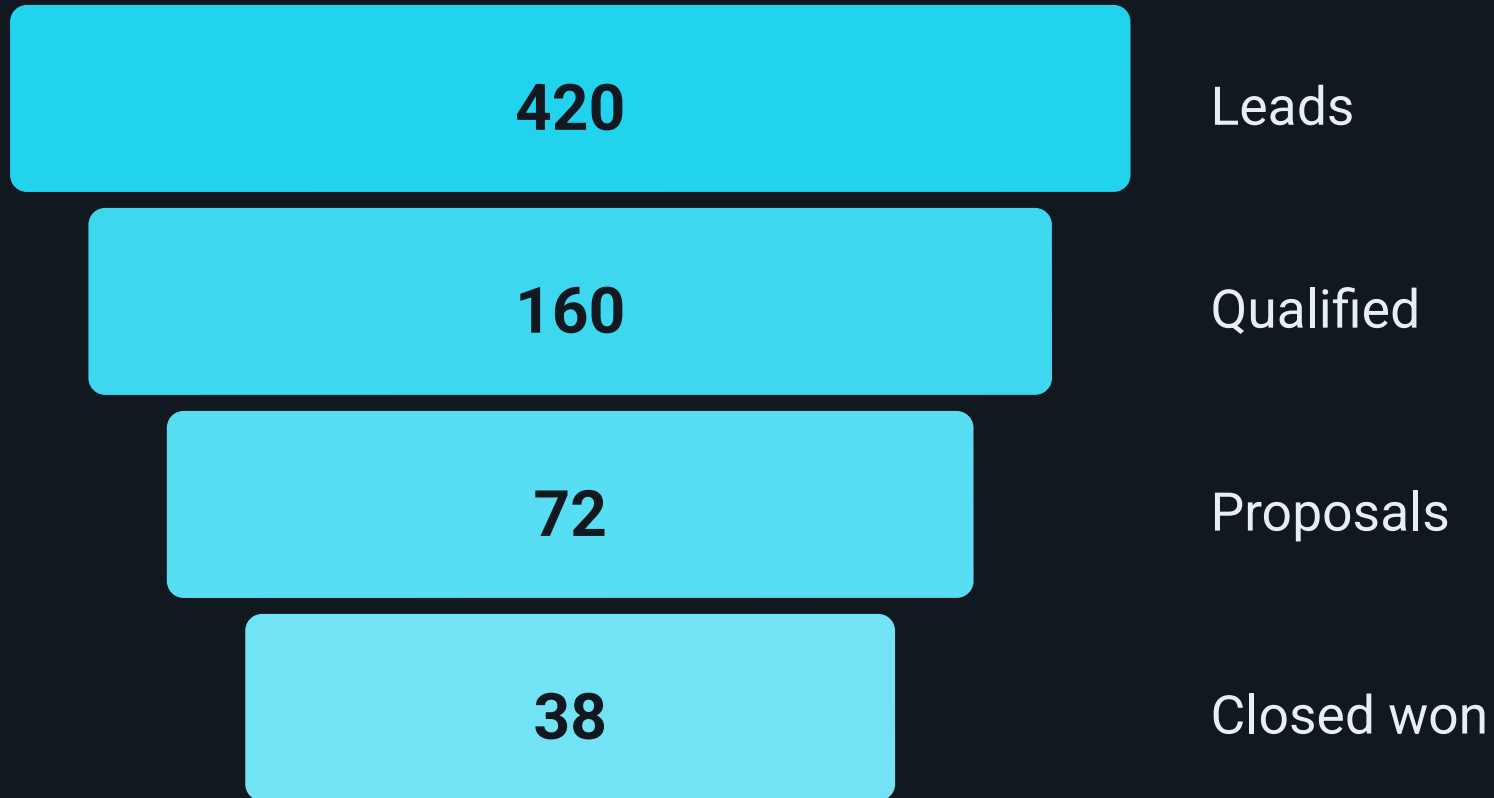
04 Revenue vs target



Strong finish in month 3 after two large renewals.

Sample data for illustration — replace with your own figures.

05 | Pipeline health

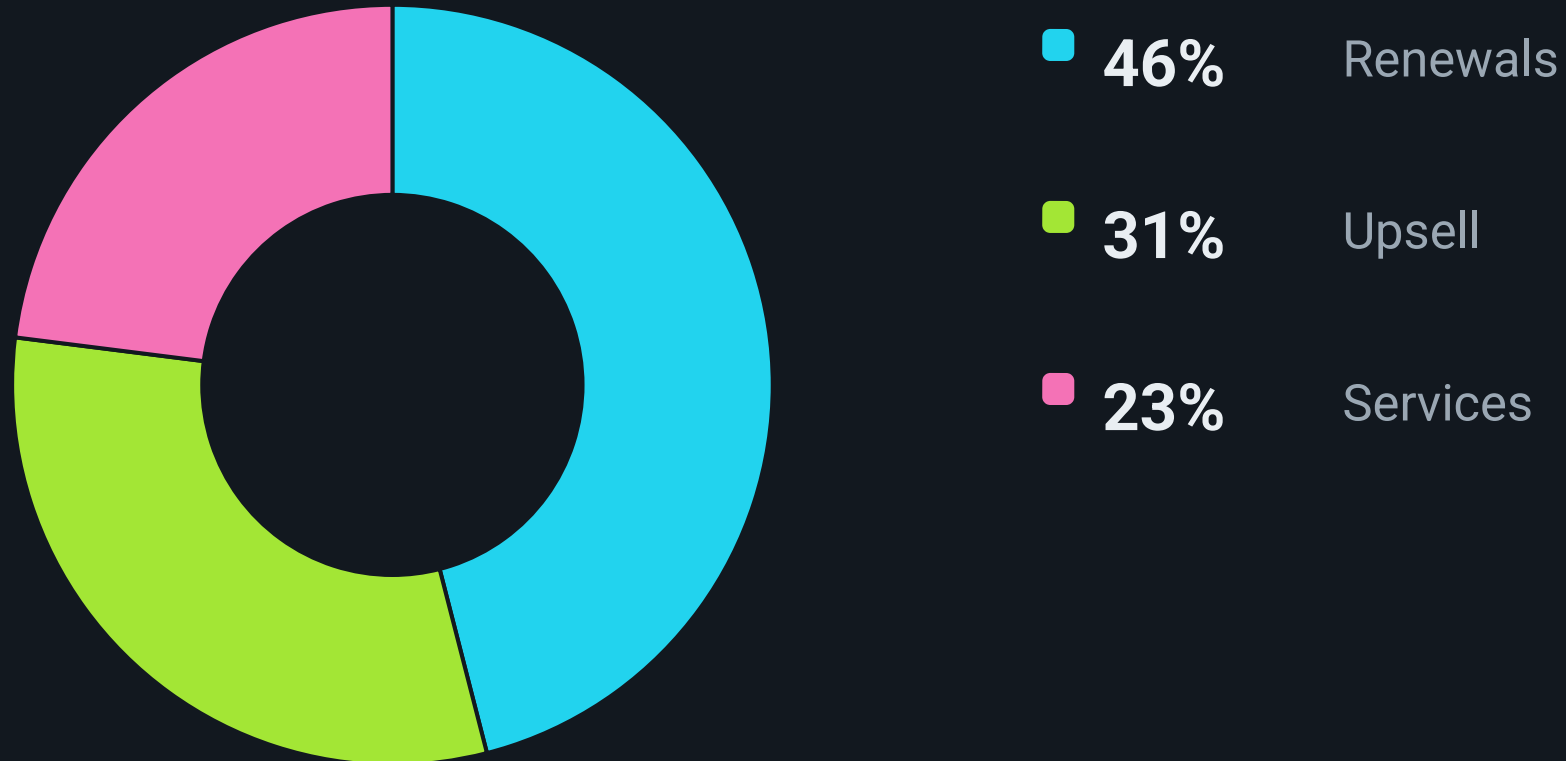


06 | Top opportunities

Account	Stage	Value	Close
Account A	Negotiation	₹42 L	Next month
Account B	Proposal	₹30 L	6 weeks
Account C	Demo	₹18 L	This quarter
Account D	Discovery	₹55 L	Next quarter

Placeholder accounts and sample values.

07 | Revenue by product



Sample data for illustration.

08 | Wins of the quarter



Largest deal

Multi-year contract with a regional retailer.



Fastest close

From first call to signature in 19 days.



Expansion

Three accounts doubled their seats.

09

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

10 | 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

11 | 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.

Key Accounts