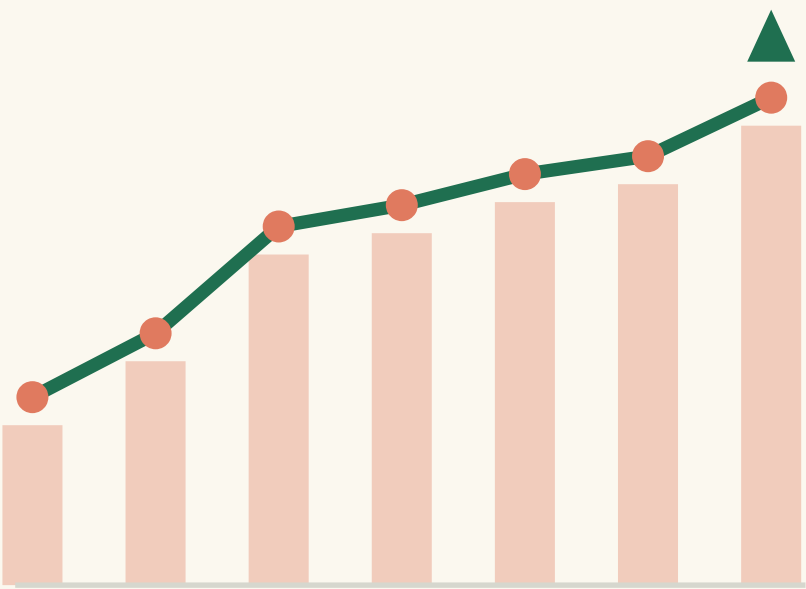


QUARTERLY BUSINESS REVIEW

Sales QBR

West Region Sales · Q2 FY27



TEAM	QUARTER	OWNER
West Region Sales	Q2 FY27	Regional Sales Head

02 | Agenda

01

Results

02

Pipeline

03

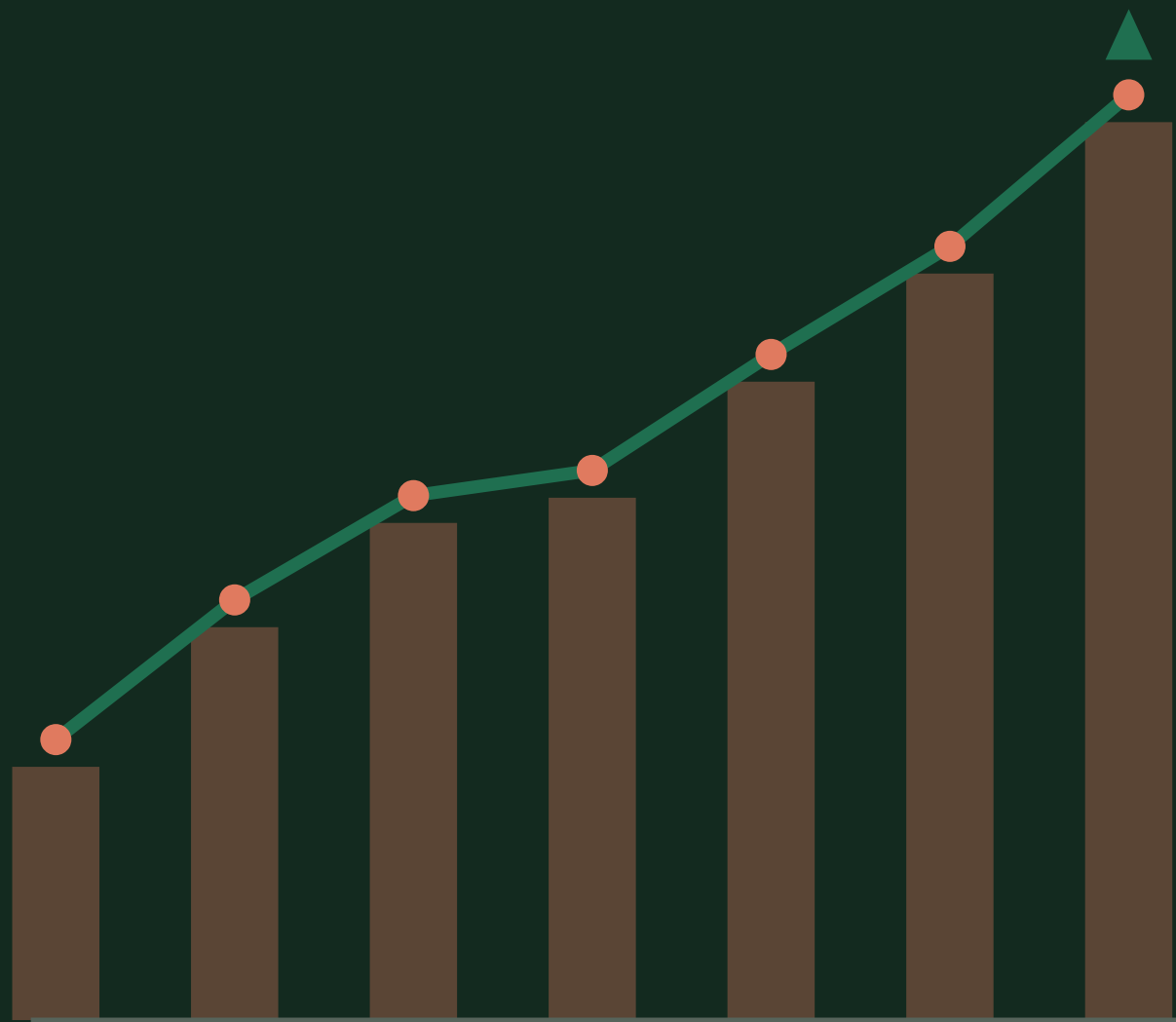
Wins & lessons

04

Next quarter

01

RESULTS



04 | Quarter at a glance

112%

of revenue target

₹6.4 Cr

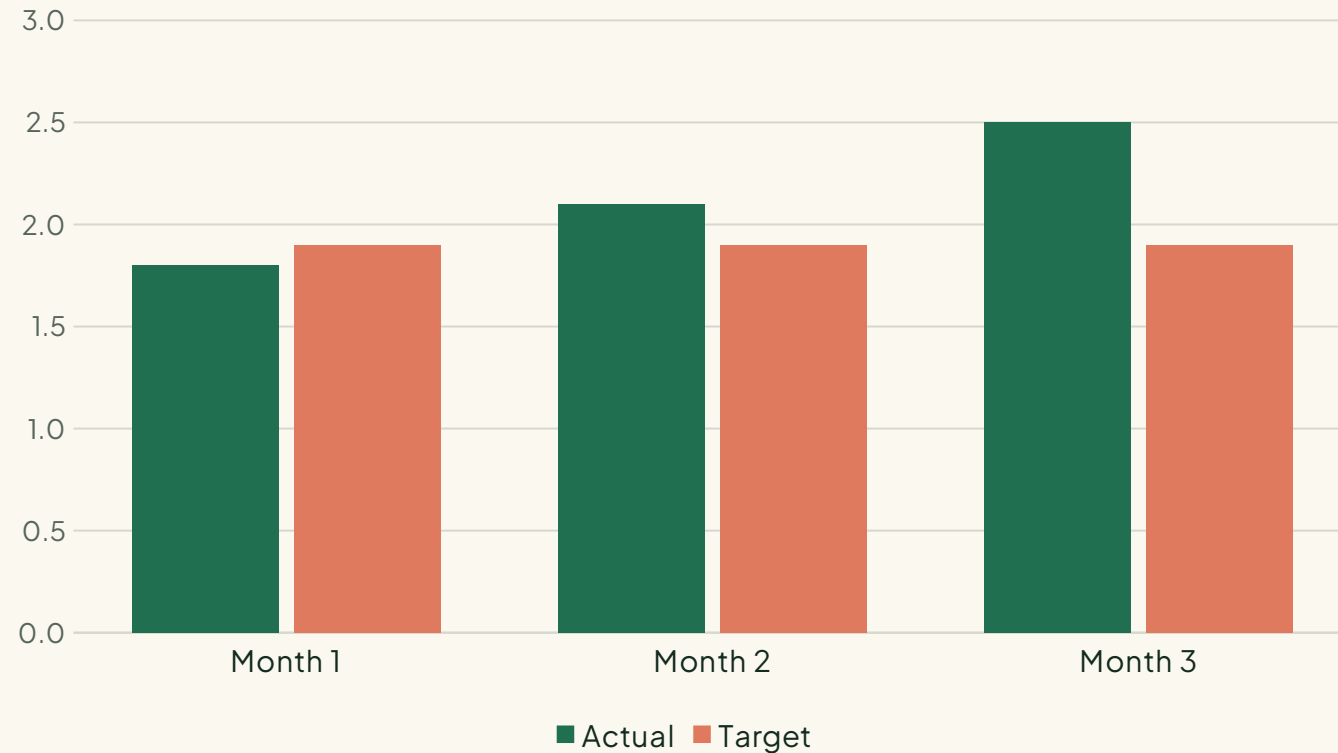
closed revenue

38

new logos

Sample data.

05 | Revenue vs target

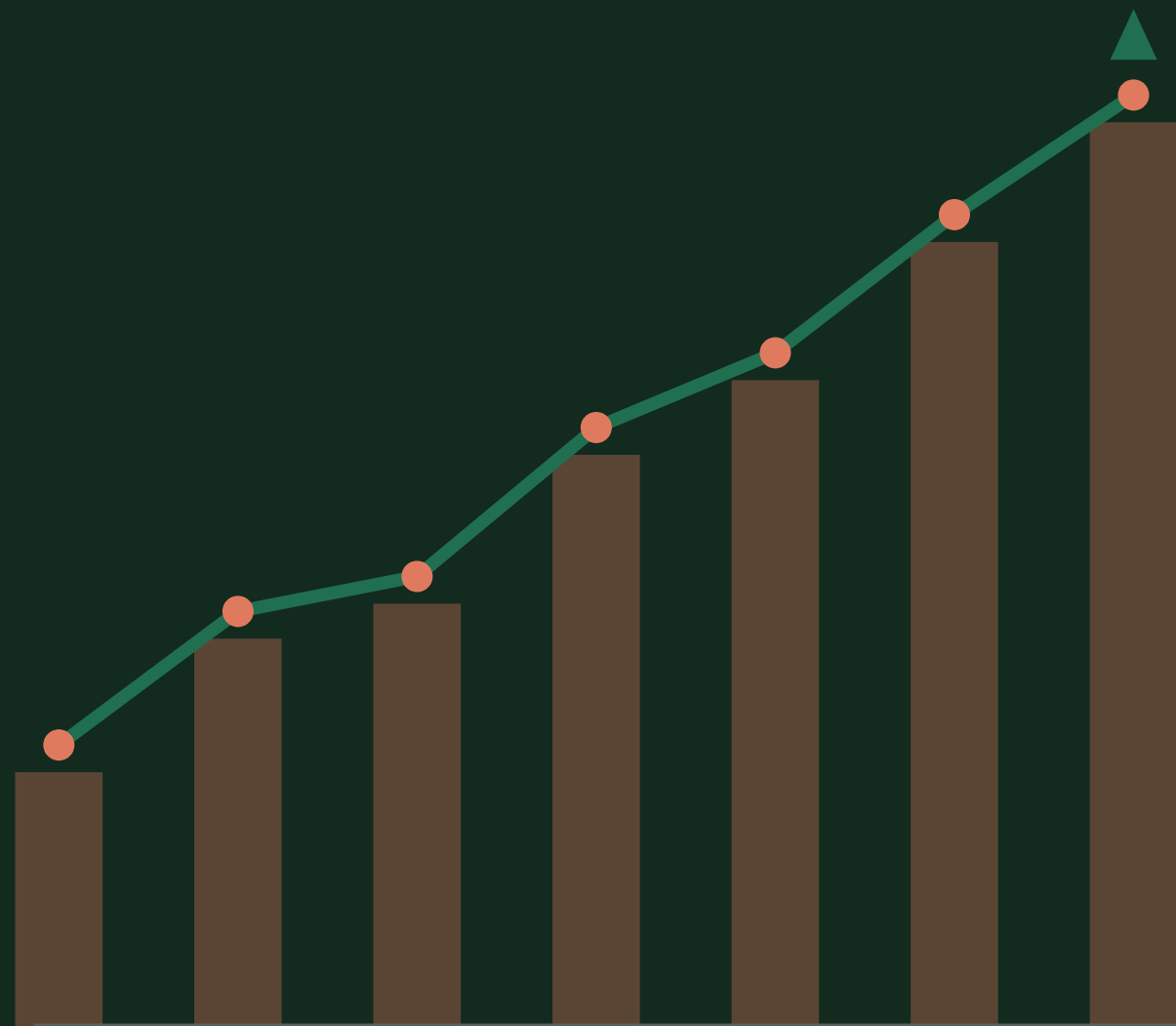


Strong finish in month 3 after two large renewals.

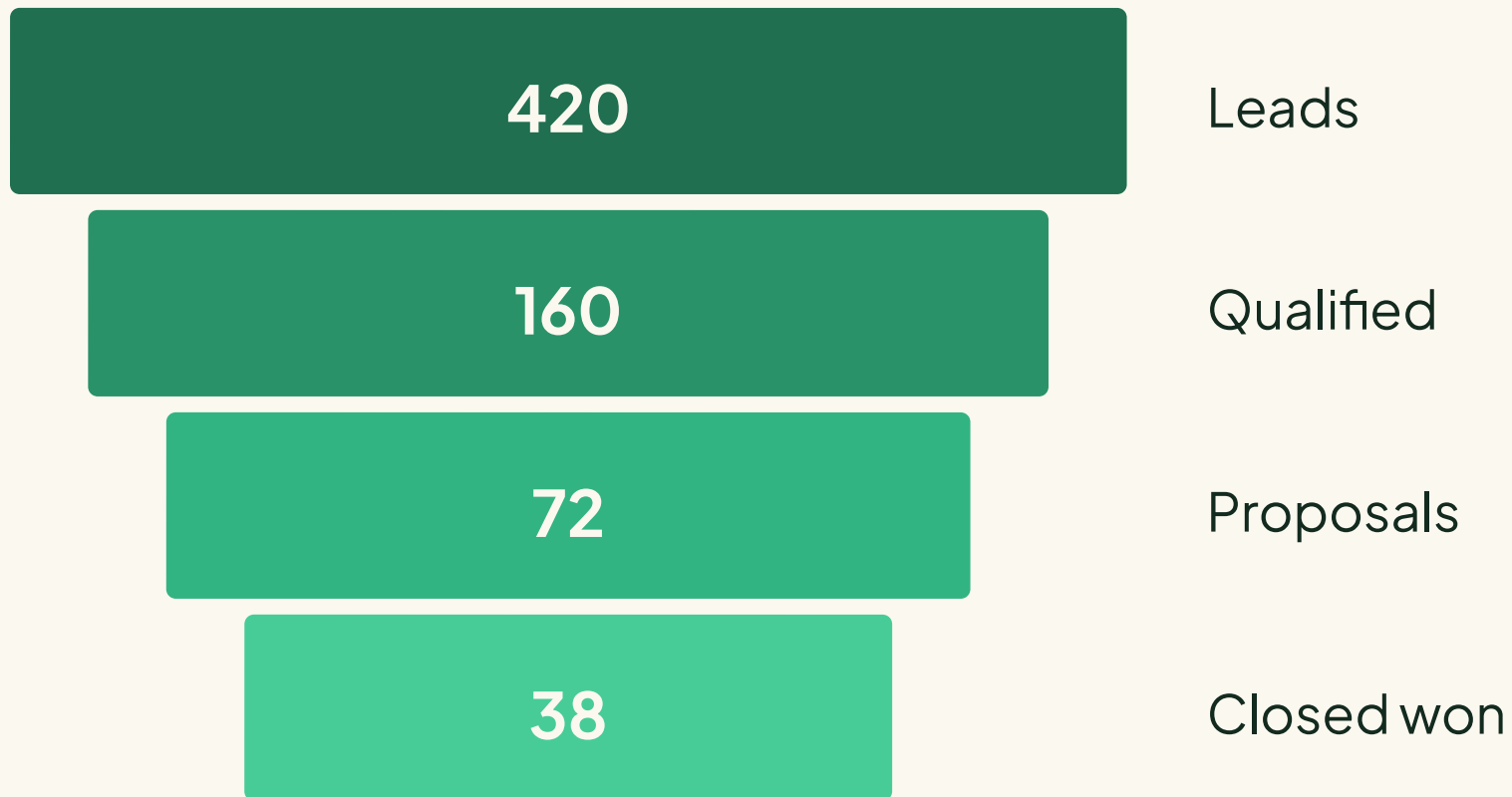
Sample data for illustration — replace with your own figures.

02

PIPELINE



07 | Pipeline health

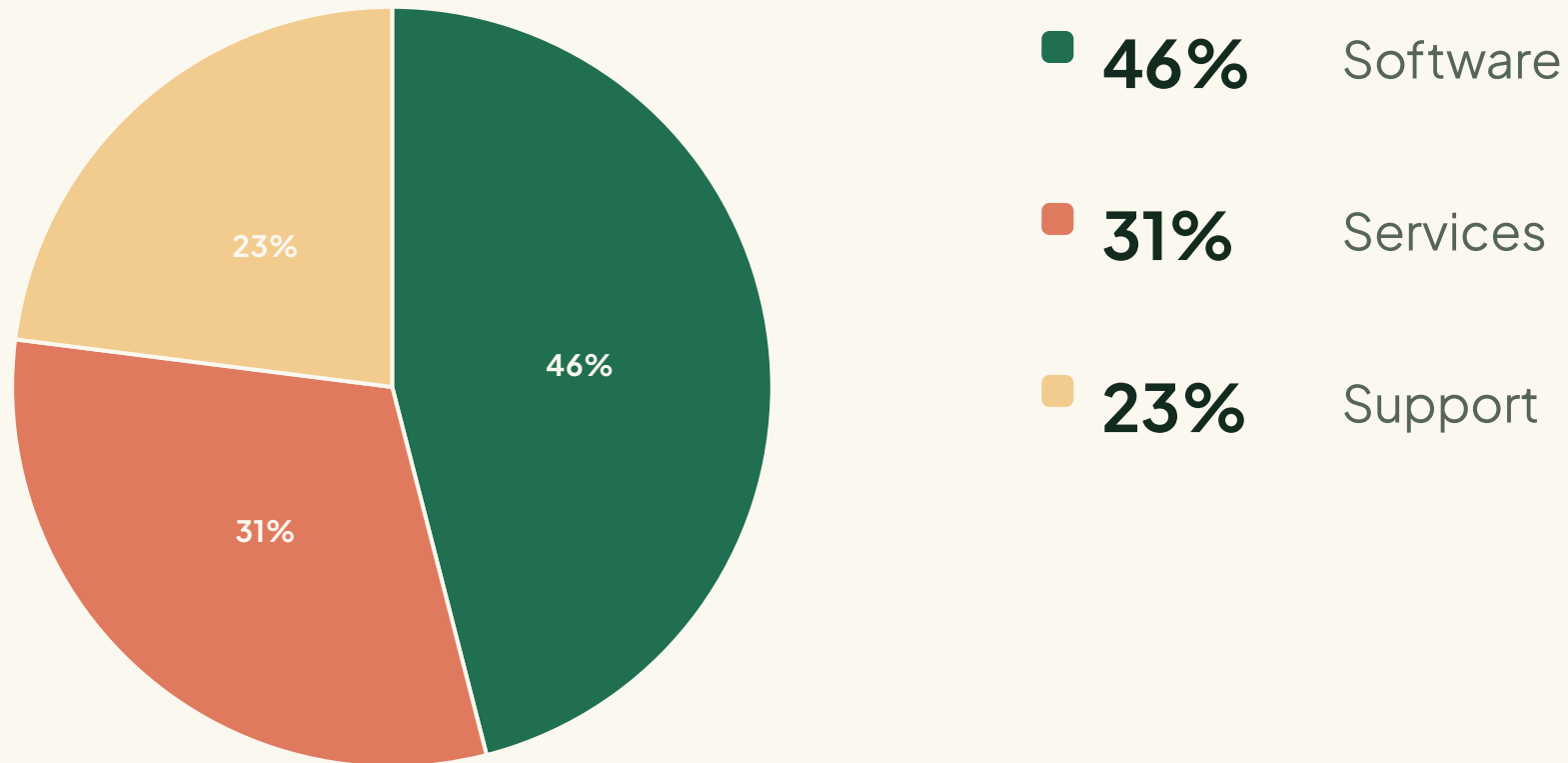


08 | Top opportunities

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.

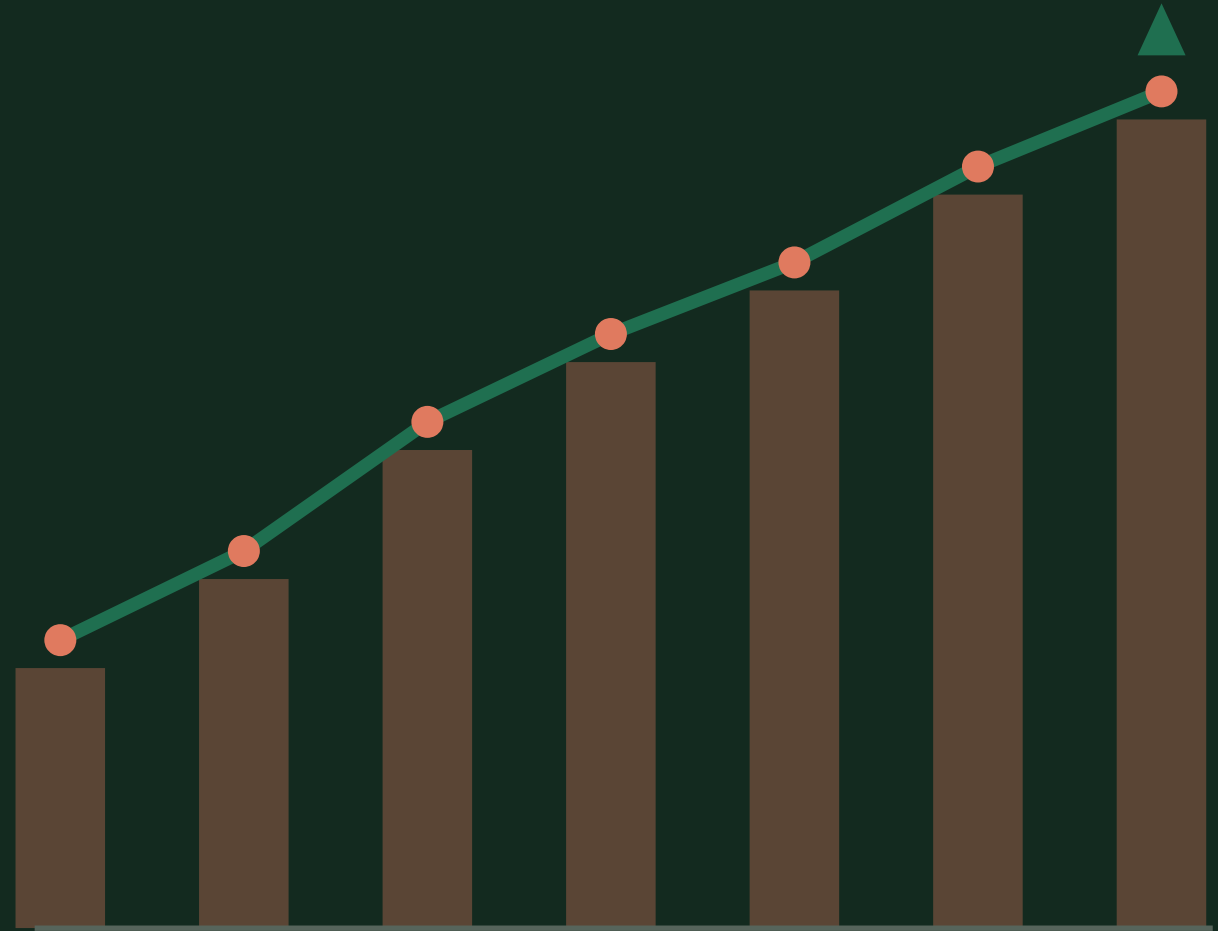
09 | Revenue by product



Sample data for illustration.

03

WINS & LESSONS



11 | 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.

12 | What worked, what didn't

Worked

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

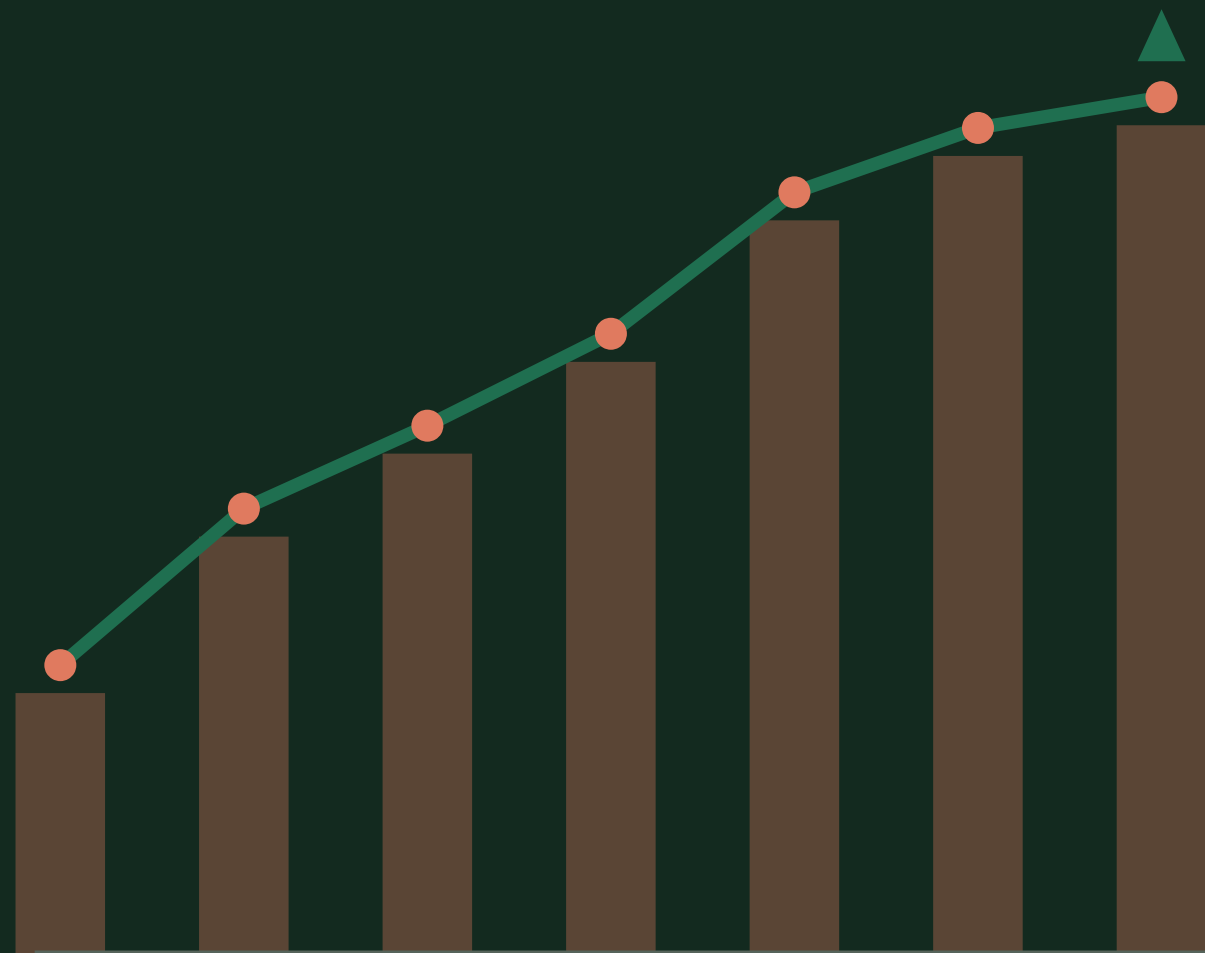
vs

Improve

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

04

**NEXT
QUARTER**



14 | 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

15 | 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.

West Region Sales

