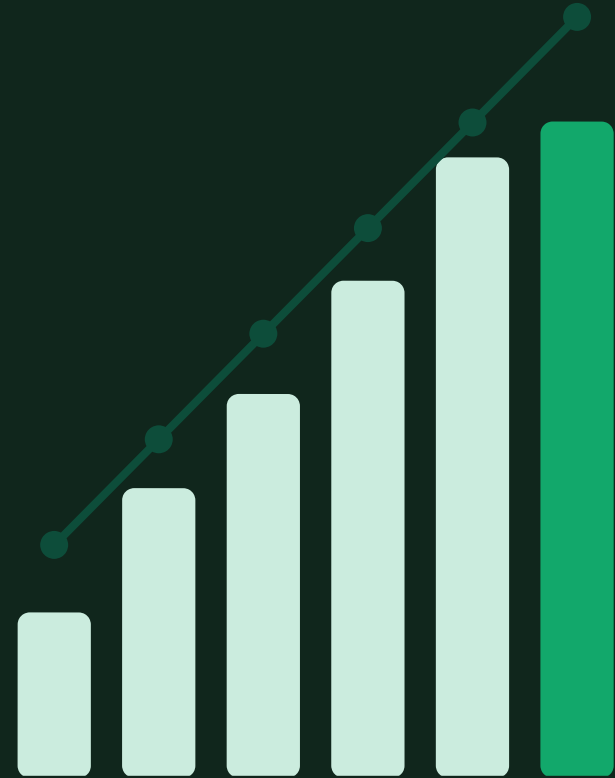


QUARTERLY BUSINESS REVIEW

Monthly Sales Review

North Zone Retail · Sep 2026

North Zone Retail · Sep 2026 · Regional Sales Head



Agenda

01

Results

02

Pipeline

03

Wins & lessons

04

Next quarter

SECTION 01

RESULTS

Quarter at a glance

112%

of revenue target

₹6.4 Cr

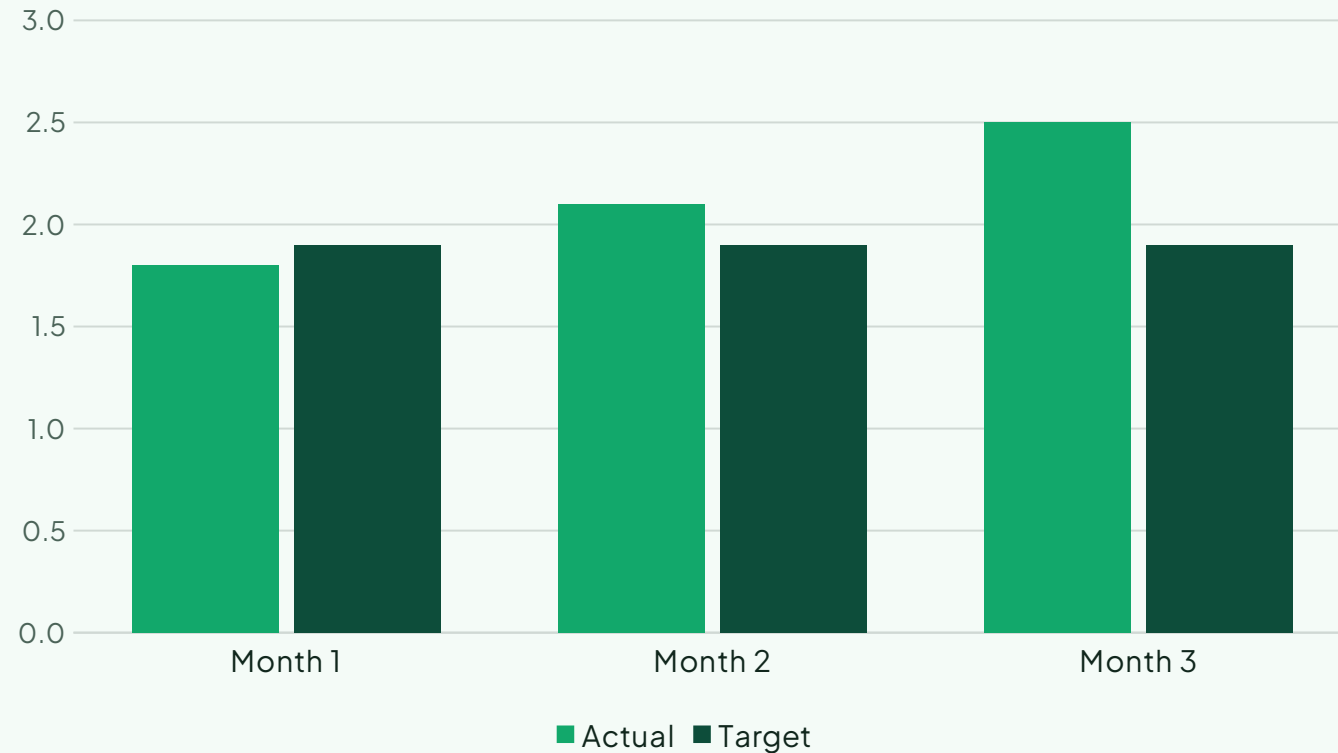
closed revenue

38

new logos

Sample data.

Revenue vs target



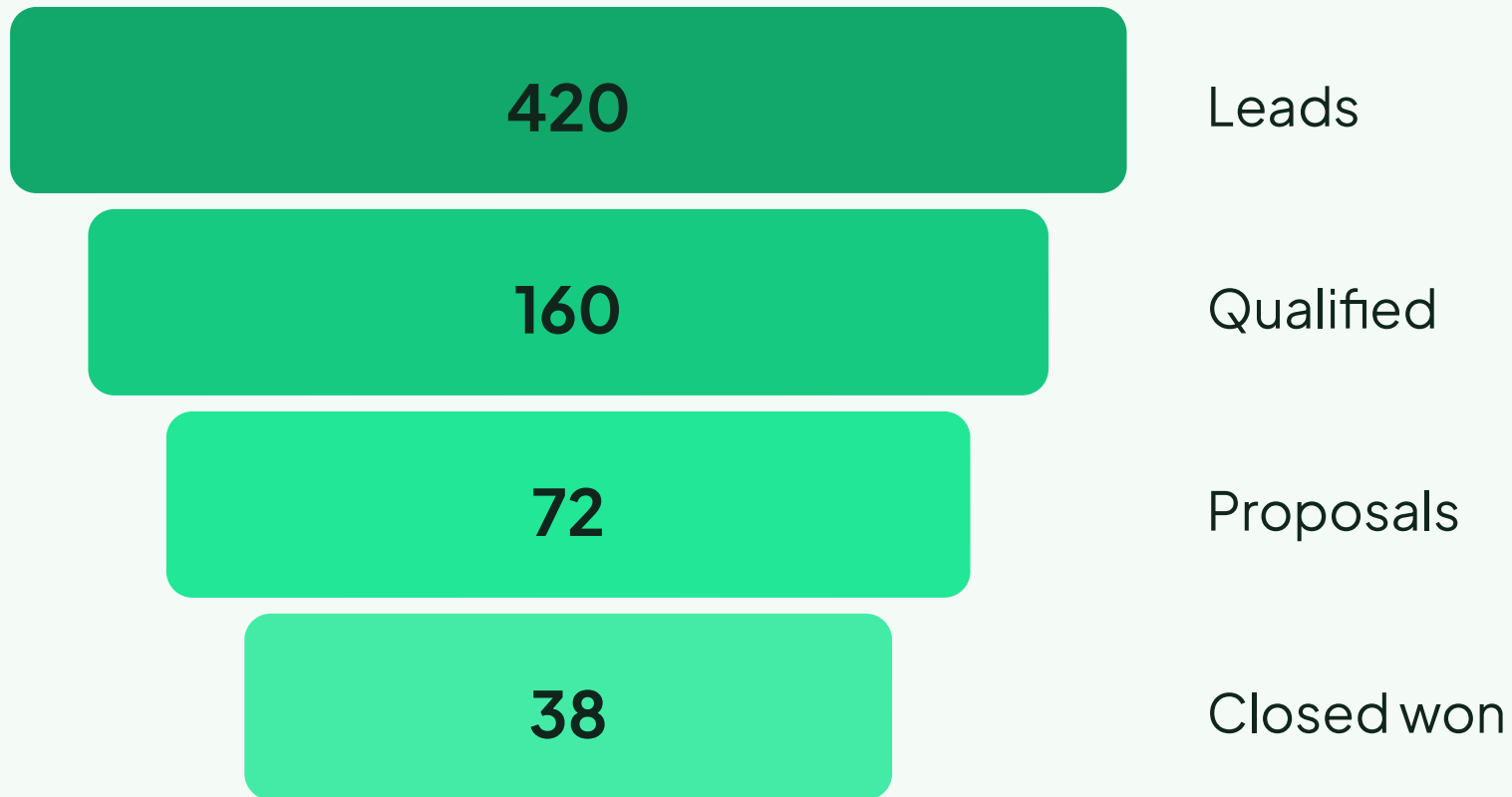
Strong finish in month 3 after two large renewals.

Sample data for illustration — replace with your own figures.

SECTION 02

PIPELINE

Pipeline health



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.

Revenue by product



- **46%** Appliances
- **31%** Electronics
- **23%** Accessories

Sample data for illustration.

SECTION 03

WINS & LESSONS

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.

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

SECTION 04

NEXT QUARTER

Plan for next quarter

1 Focus

Top 20 accounts by potential

2 Enable

New pitch deck and case studies

3 Execute

Weekly pipeline reviews

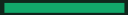
4 Measure

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.

North Zone Retail