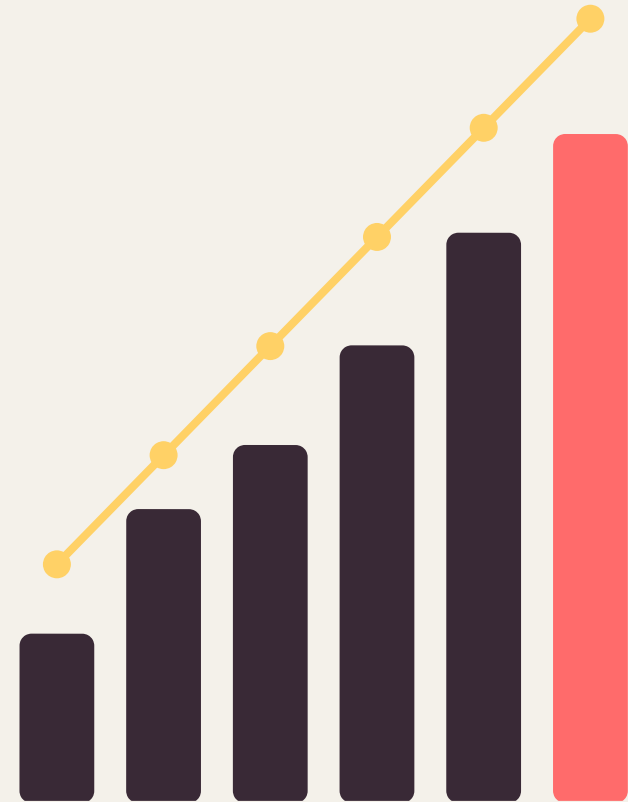


QUARTERLY BUSINESS REVIEW

Inside Sales Review

SMB Inside Sales · Q2 2026

SMB Inside Sales · Q2 2026 · 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

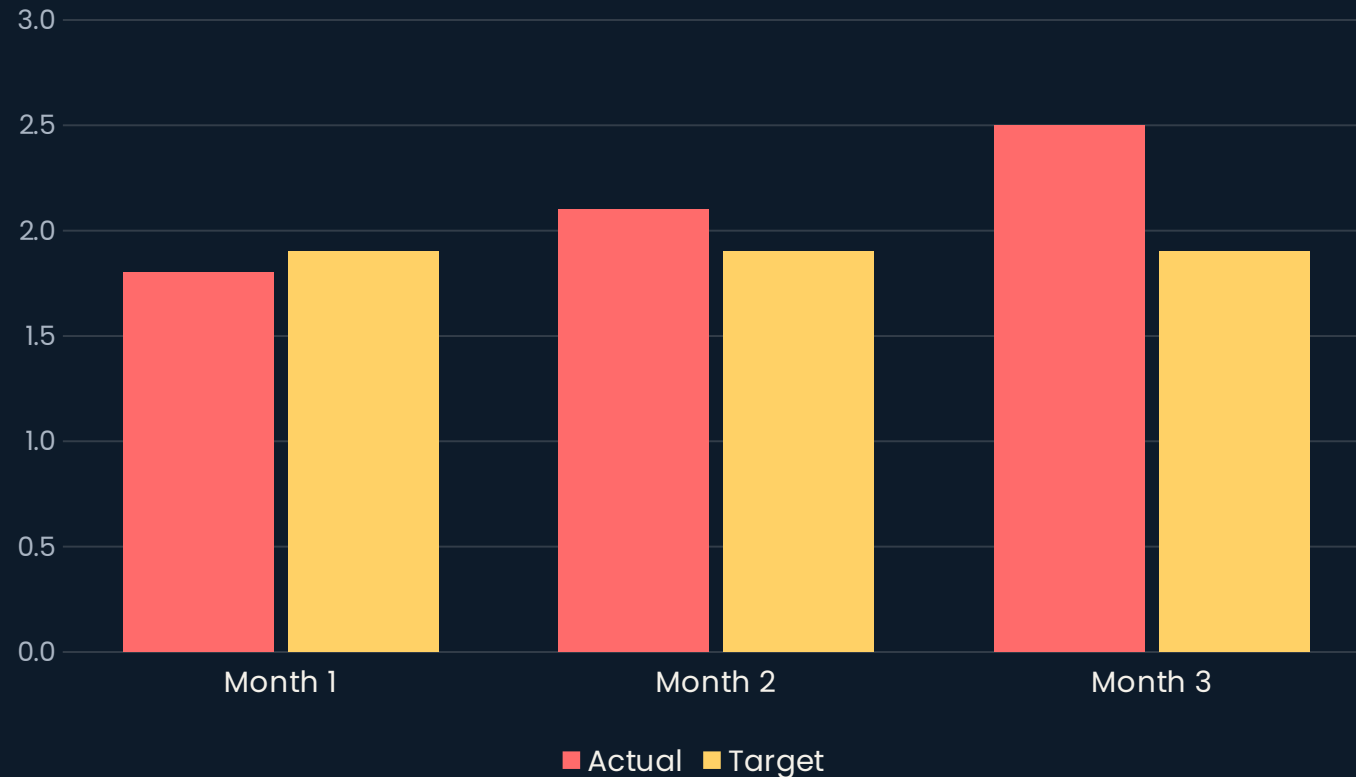
closed revenue

38

new logos

Sample data.

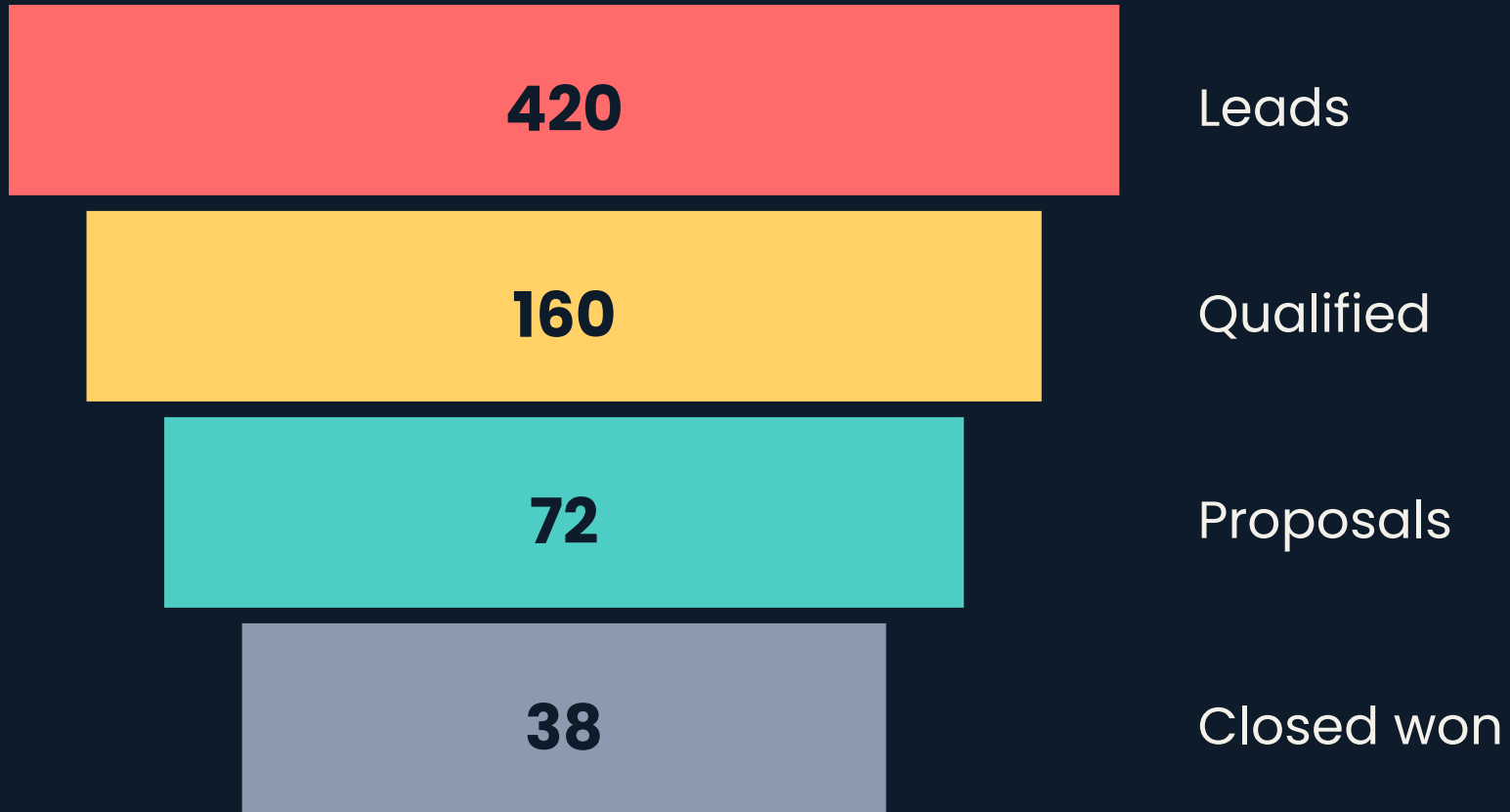
Revenue vs target



Strong finish in month 3 after two large renewals.

Sample data for illustration — replace with your own figures.

Pipeline health

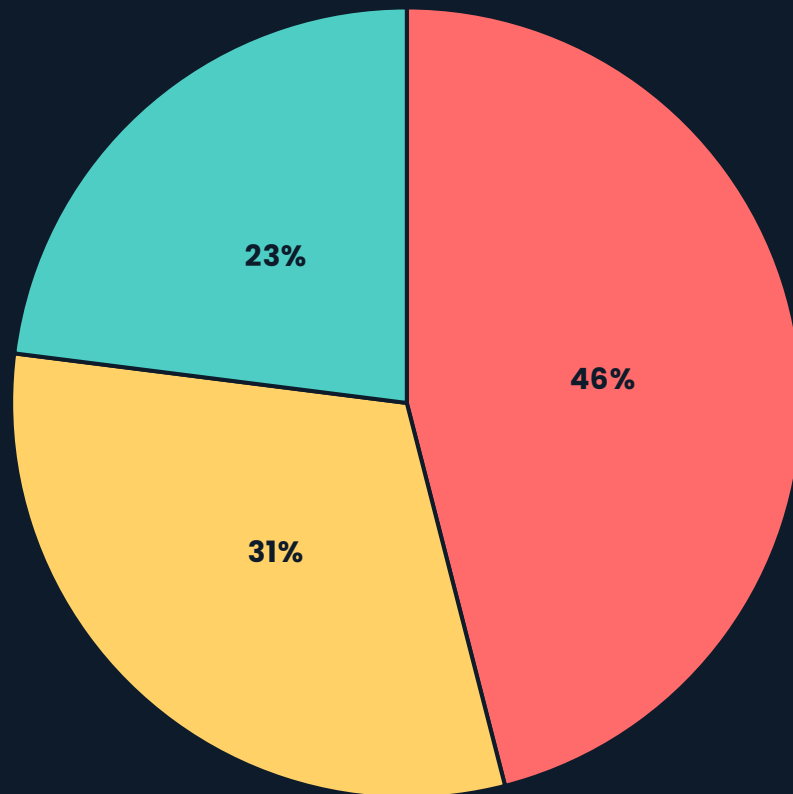


Top opportunities

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%** Starter plan
- **31%** Growth plan
- **23%** Add-ons

Sample data for illustration.

Wins of the quarter

01

Largest deal

Multi-year contract with a regional retailer.

02

Fastest close

From first call to signature in 19 days.

03

Expansion

Three accounts doubled their seats.

What worked, what didn't

Worked

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

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

