



QUARTERLY BUSINESS REVIEW

Account Management QBR

Key Accounts · Q4 2026

TEAM
Key Accounts

QUARTER
Q4 2026

OWNER
Regional Sales Head



Agenda

01

Results

03

Wins & lessons

02

Pipeline

04

Next quarter

SECTION 01

RESULTS

Quarter at a glance

112%

of revenue target

₹6.4 Cr

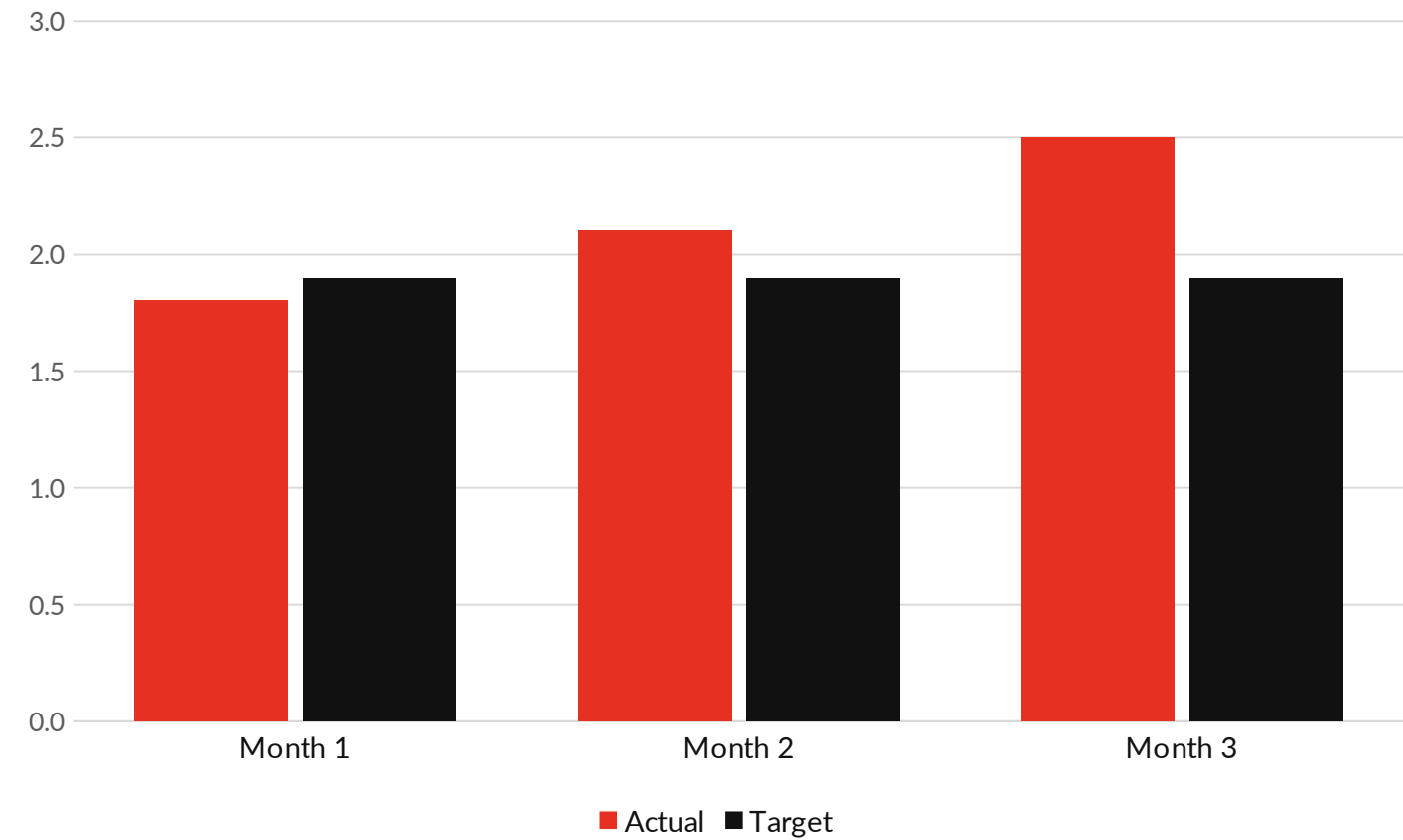
closed revenue

38

new logos

Sample data.

Revenue vs target



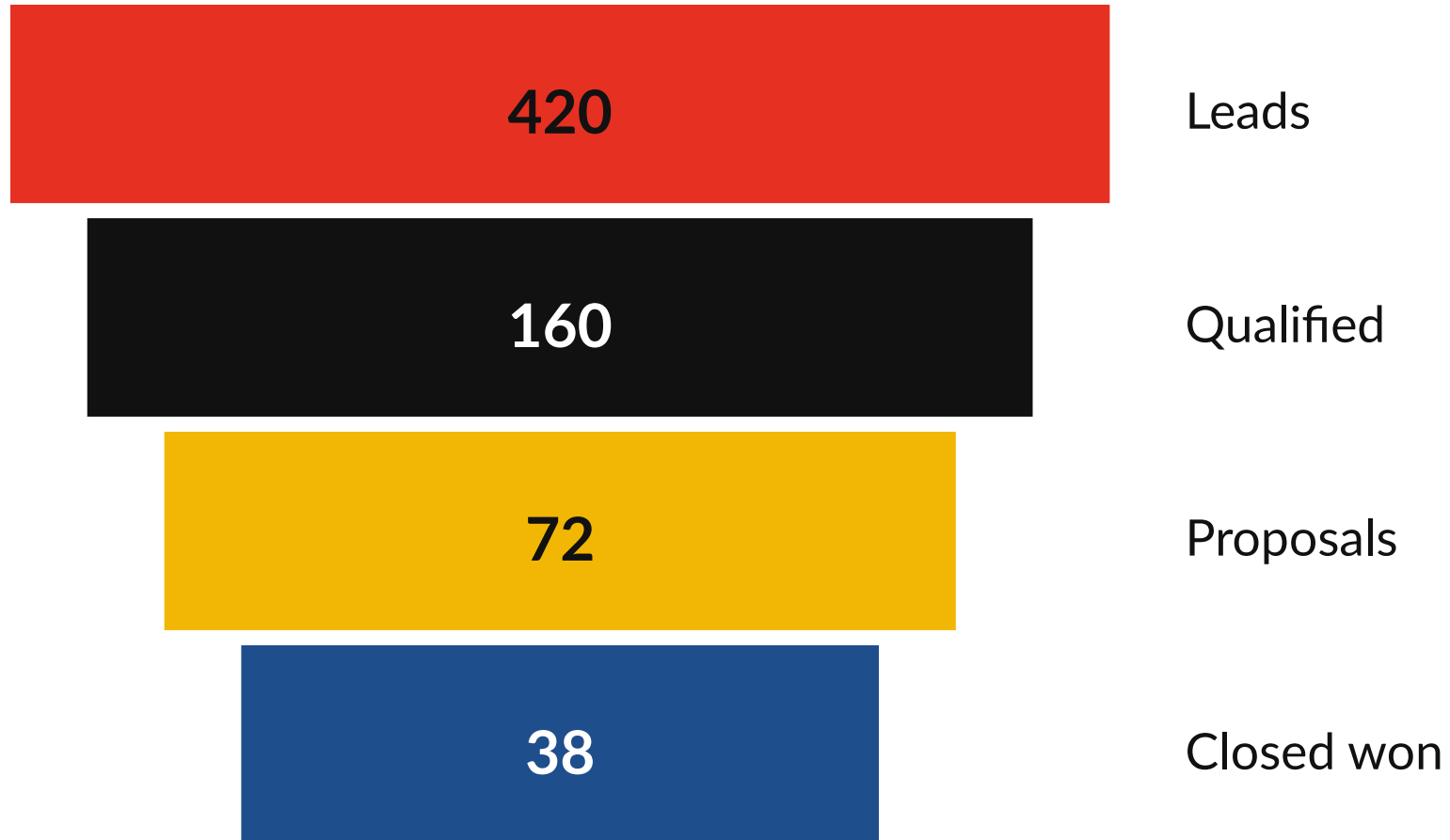
Strong finish in month 3 after two large renewals.

Sample data for illustration — replace with your own figures.

SECTION 02

PIPELINE

Pipeline health

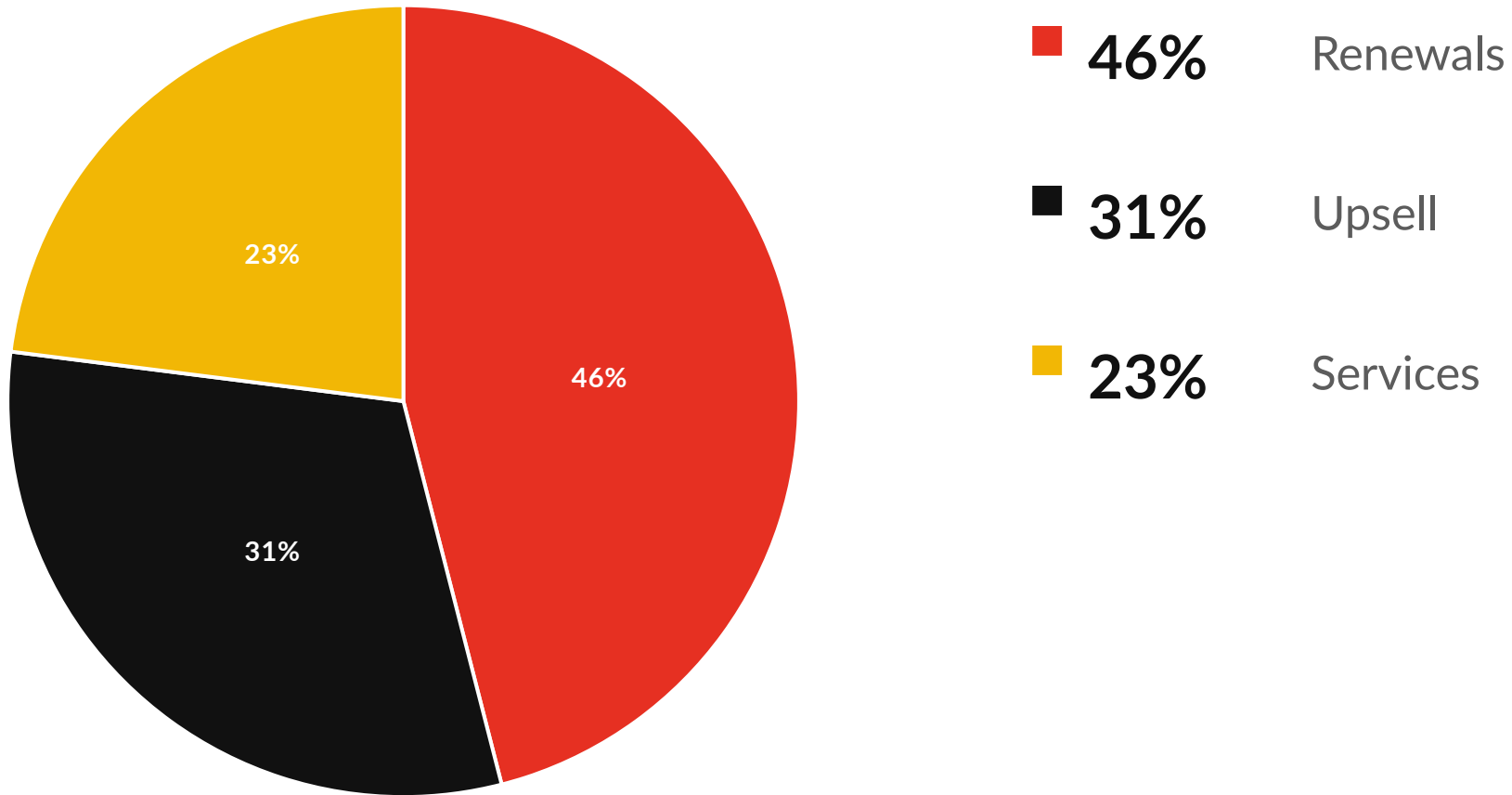


Top opportunities

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



Sample data for illustration.

SECTION 03

WINS & LESSONS

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

SECTION 04

NEXT QUARTER

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



Image

Let's close the year strong

Thank you, team.

Key Accounts