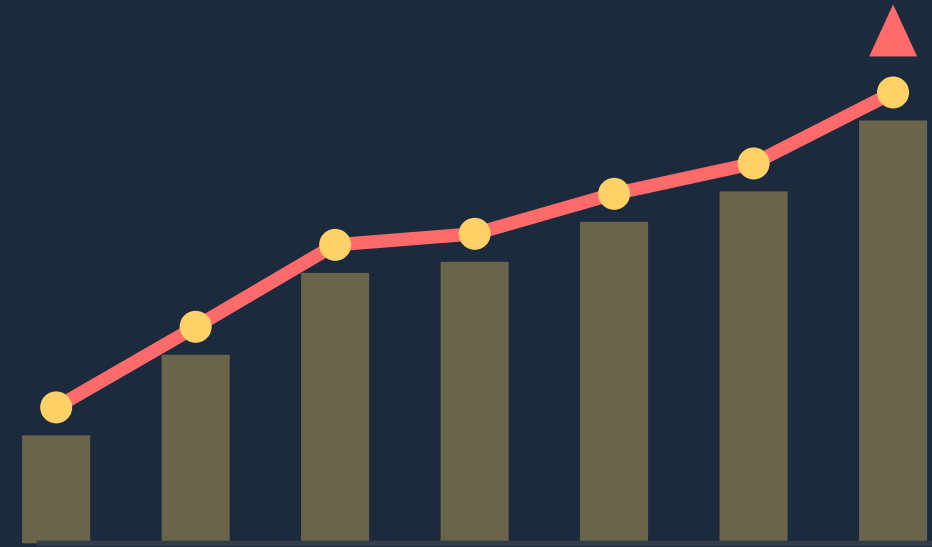


Monthly Sales Review



North Zone Retail · Sep 2026



Agenda

01

Results

02

Pipeline

03

Wins & lessons

04

Next quarter

01

RESULTS



Quarter at a glance

112%

of revenue target

₹6.4 Cr

closed revenue

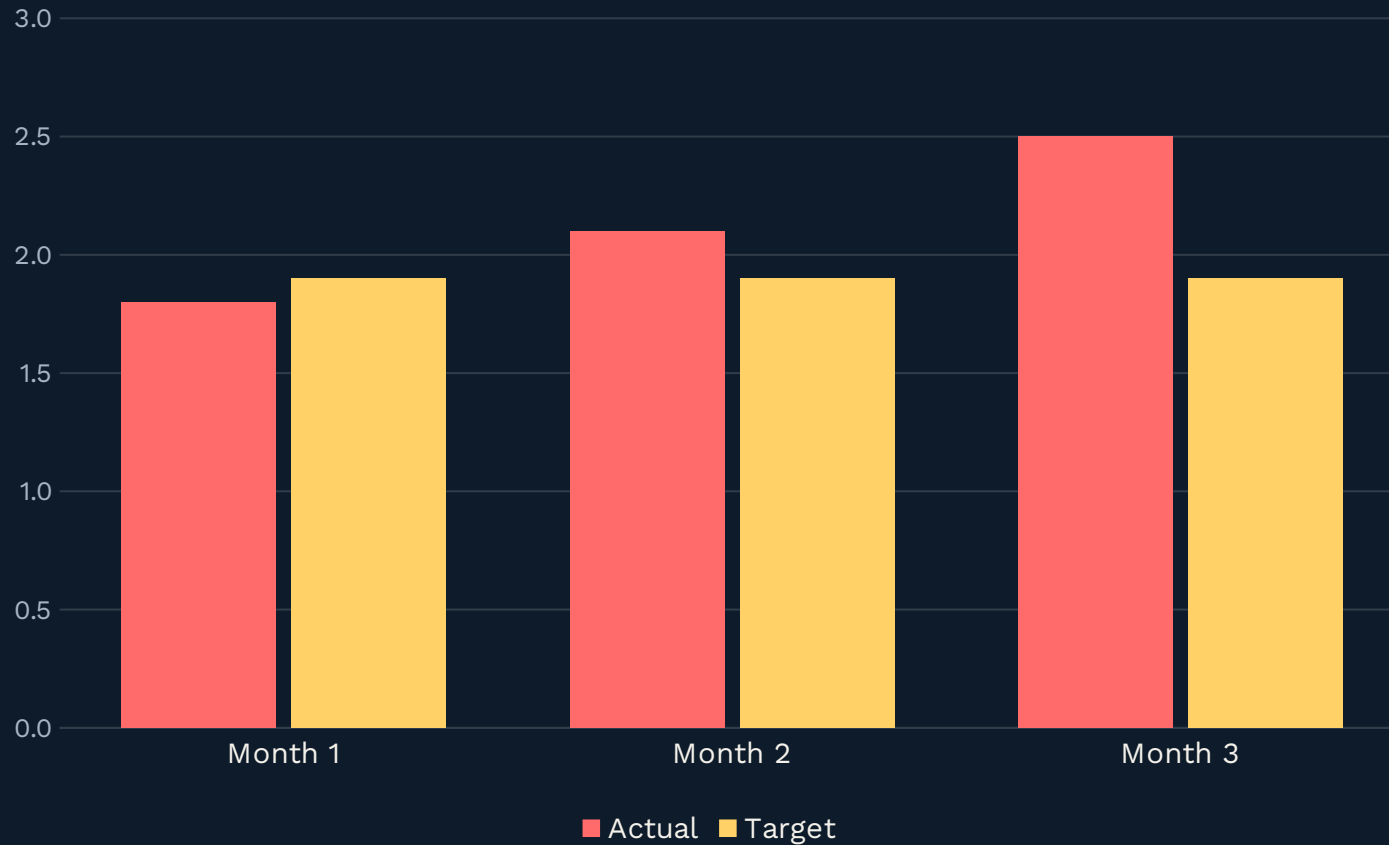
38

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.

02

PIPELINE



Pipeline health

420

Leads

160

Qualified

72

Proposals

38

Closed won



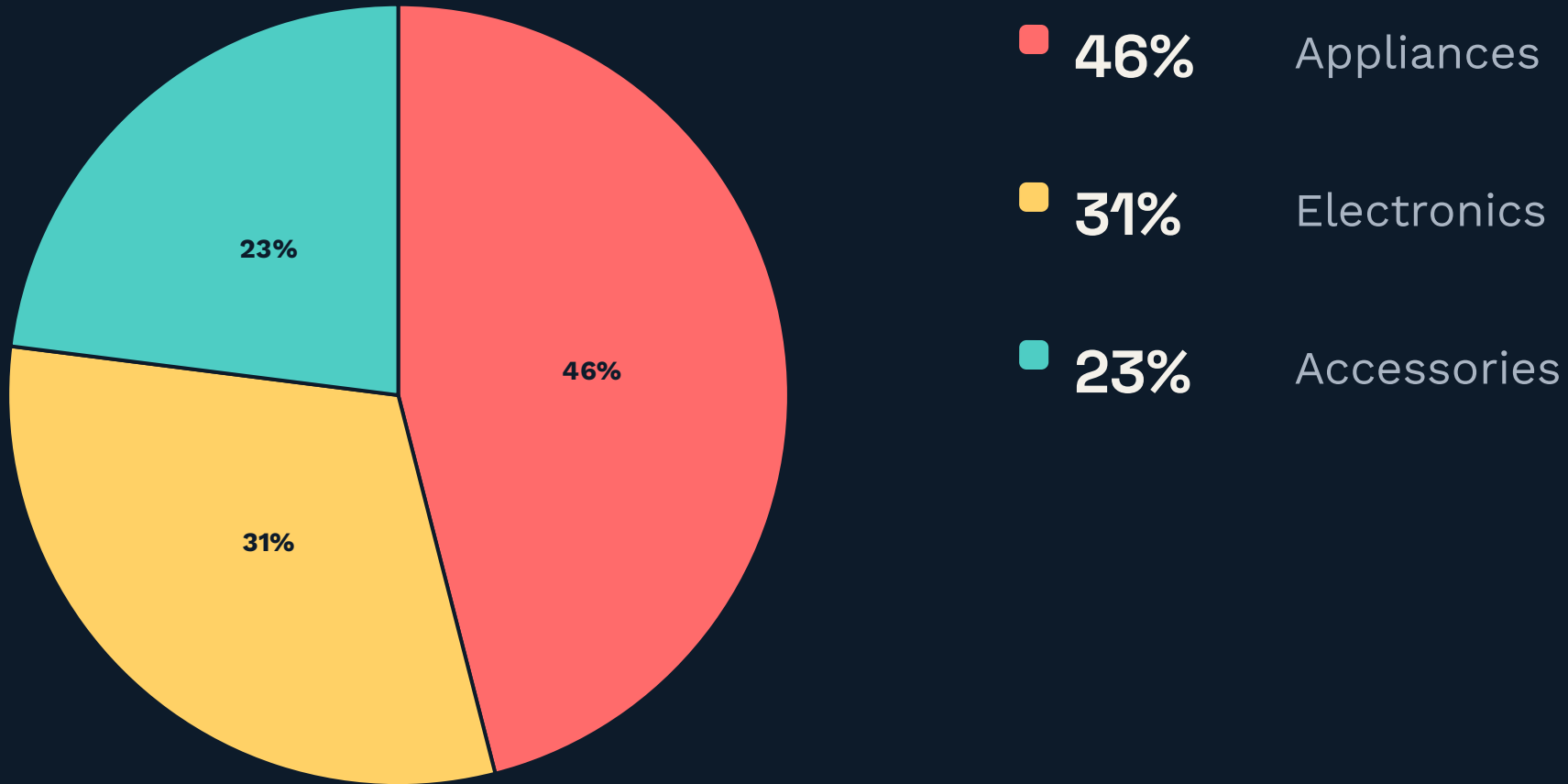
Top opportunities

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.

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

04

NEXT QUARTER



Plan for next quarter

01

Focus

Top 20 accounts by
potential

02

Enable

New pitch deck and case
studies

03

Execute

Weekly pipeline reviews

04

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.

North Zone Retail

