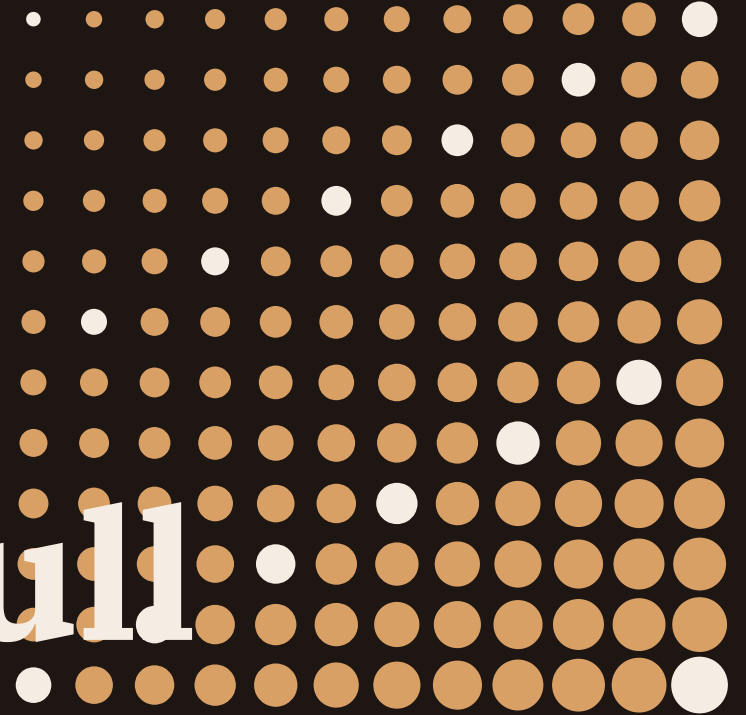


SALES KICKOFF

Sales Kickoff — Full Deck

Targets, territories, playbooks and wins

Presenter Name · 7 · 2026



Course map

- 01** Channel Partner Review
- 02** Account Management QBR
- 03** Quarterly Sales Review
- 04** Inside Sales Review
- 05** Monthly Sales Review
- 06** Distributor Performance Review



01

**CHANNEL PARTNER
REVIEW**



Partner Sales • Q1 2027

Session 1 • Channel Partner Review

Quarter at a glance

112%

of revenue target

₹6.4 Cr

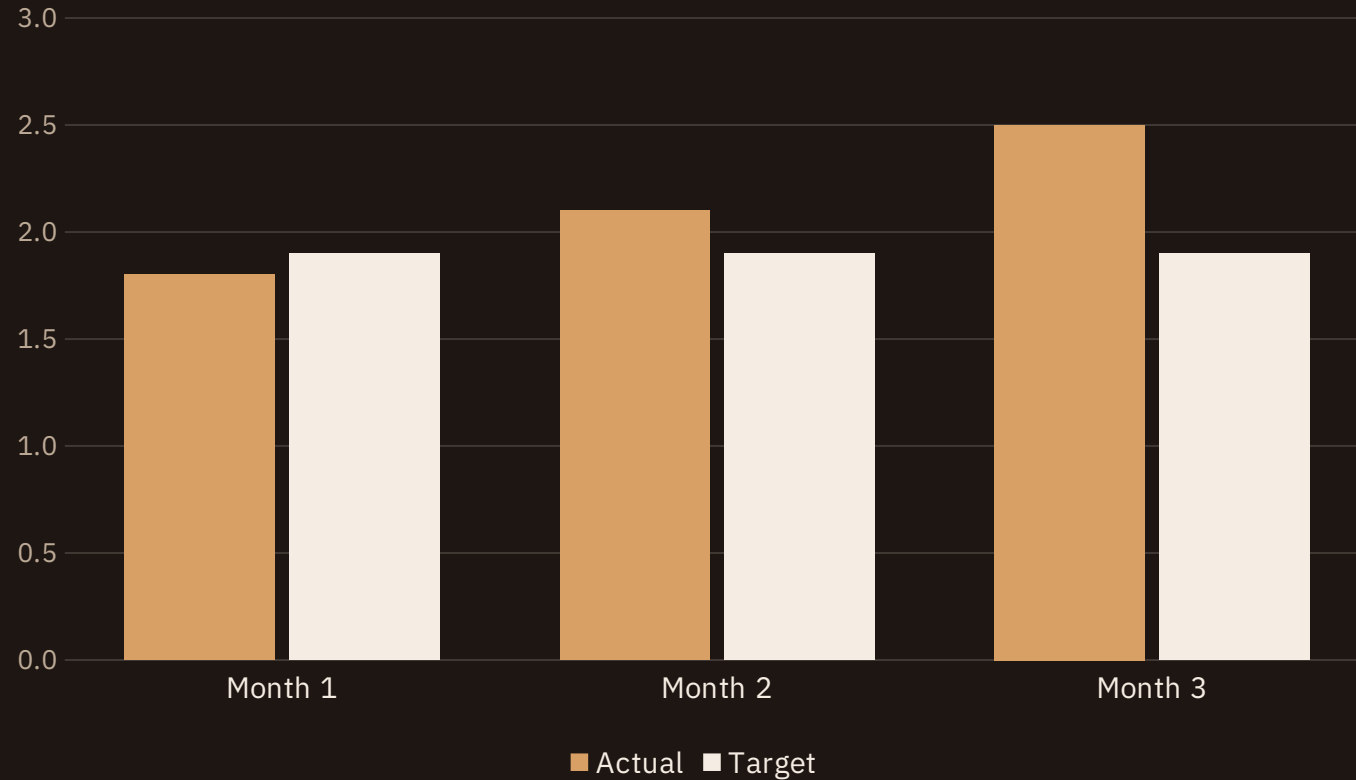
closed revenue

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

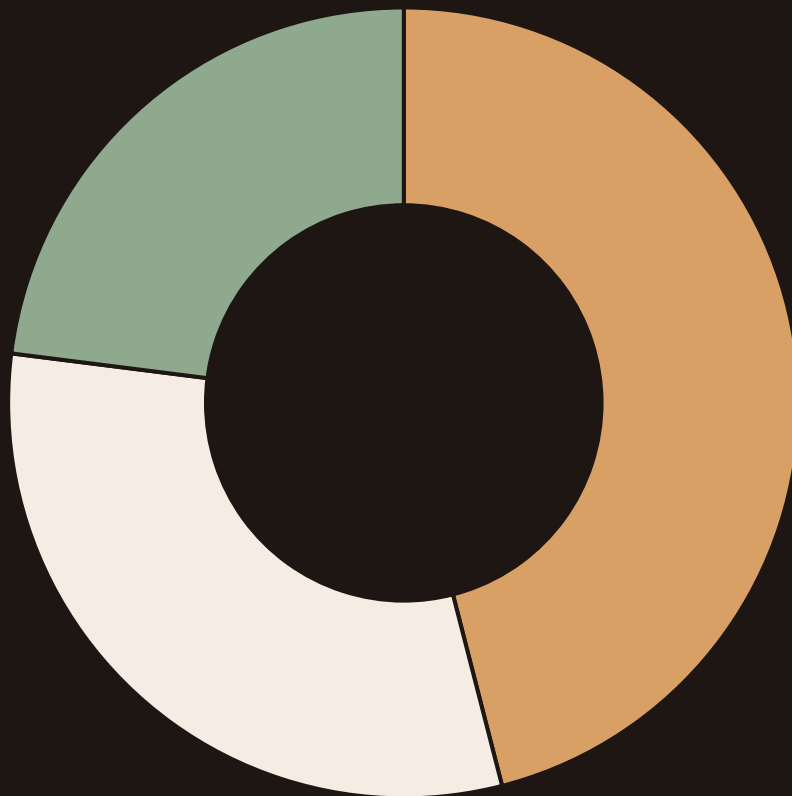


Top opportunities

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%** Hardware
- **31%** Licences
- **23%** Installation

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

vs

Improve

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

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

02

ACCOUNT MANAGEMENT QBR



Key Accounts · Q4 2026

Session 2 · Account Management QBR

Quarter at a glance

112%

of revenue target

₹6.4 Cr

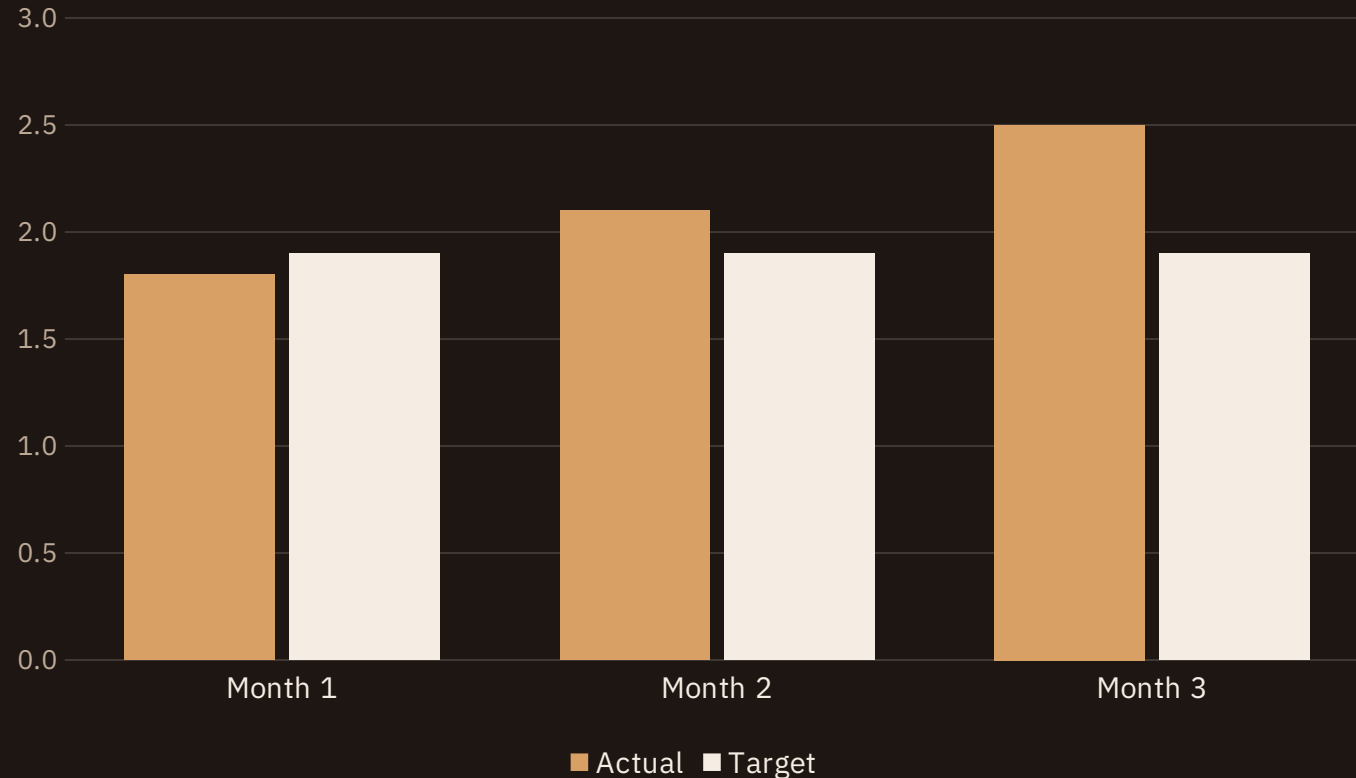
closed revenue

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

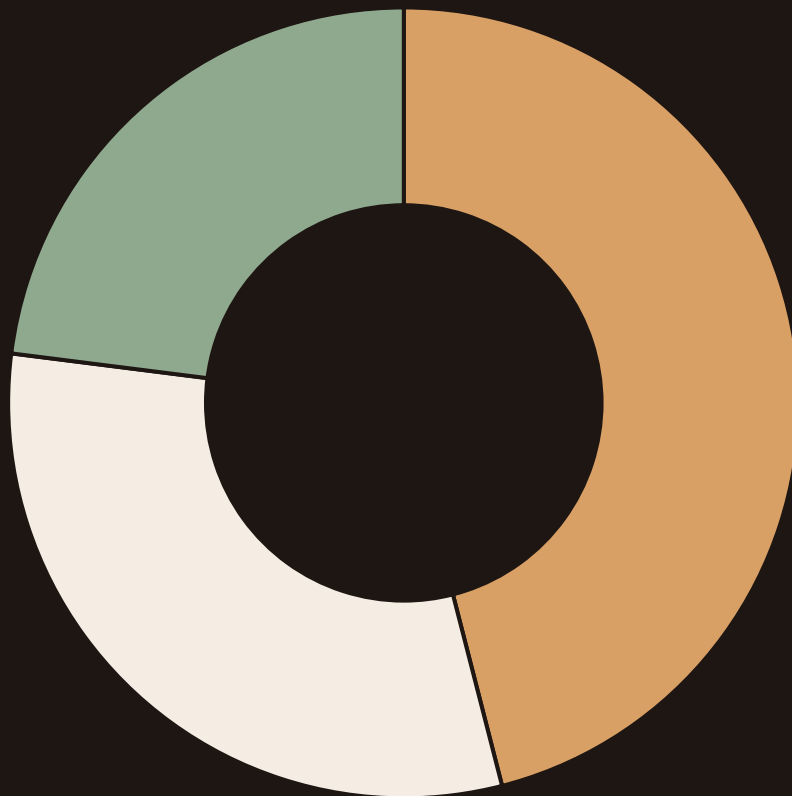


Top opportunities

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%** Renewals
- **31%** Upsell
- **23%** Services

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

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02 Enable

New pitch deck and case studies

03 Execute

Weekly pipeline reviews

04 Measure

Win rate and cycle time

Asks from leadership

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- Marketing budget for an industry event
- Faster legal review for contracts
- Approval for partner discounts



Image

03

QUARTERLY SALES REVIEW



Enterprise Team · Q3 2026

Session 3 · Quarterly Sales Review

Quarter at a glance

112%

of revenue target

₹6.4 Cr

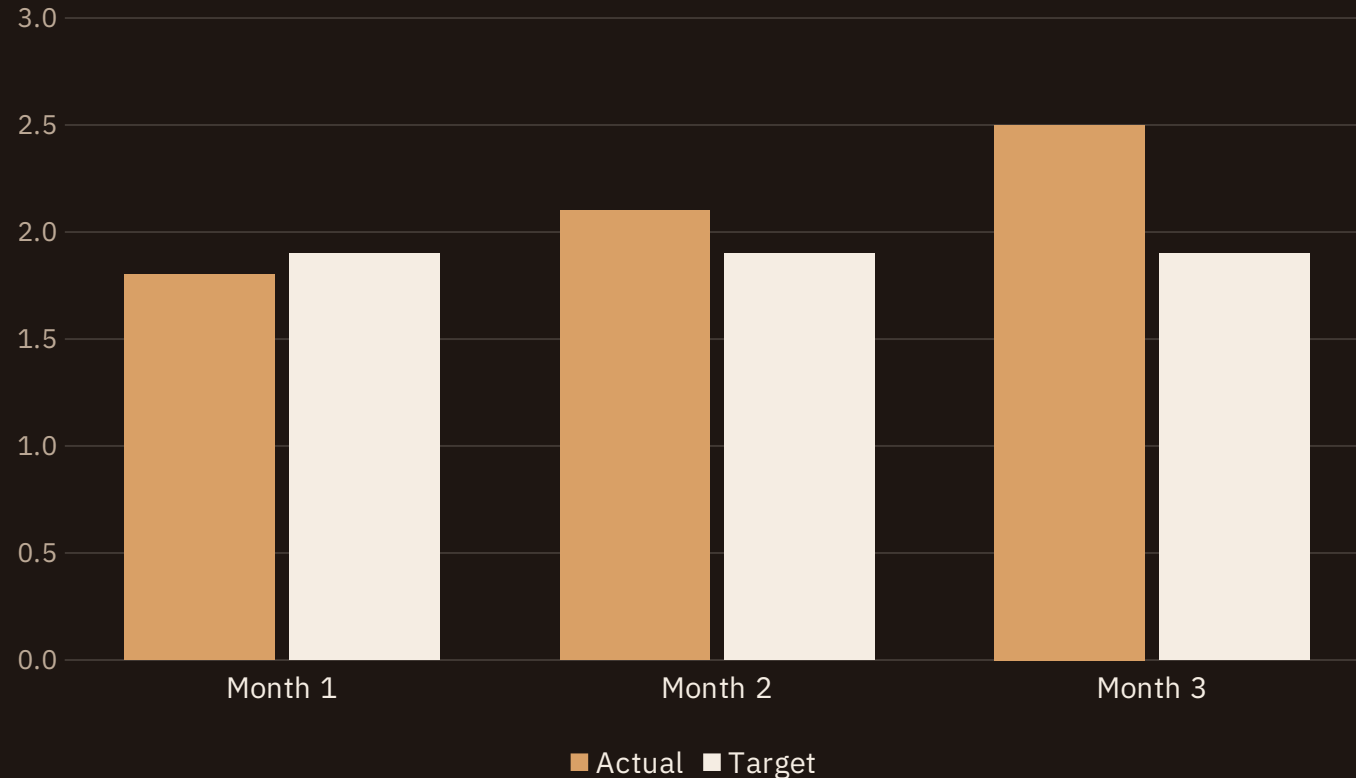
closed revenue

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

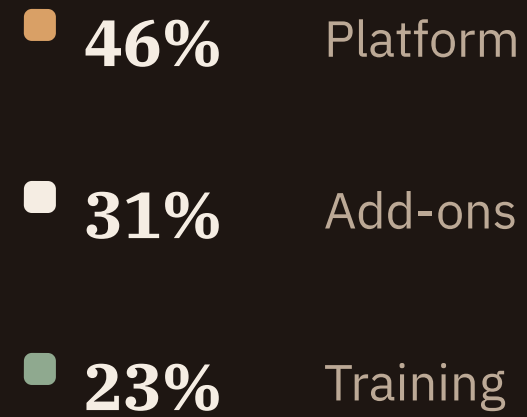
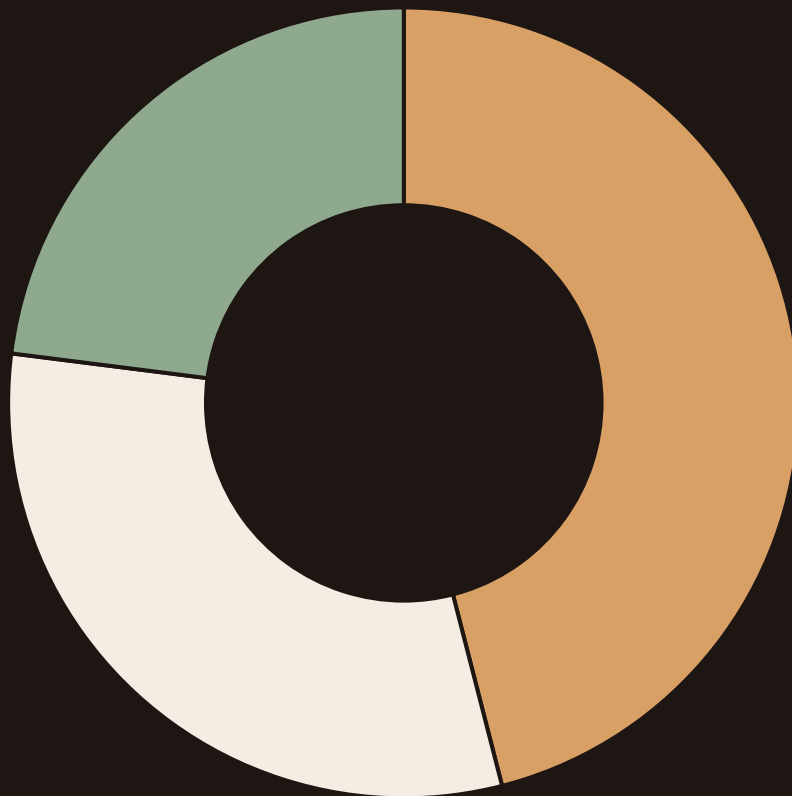


Top opportunities

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



Sample data for illustration.

Wins of the quarter

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Largest deal

Multi-year contract with a regional retailer.

02

Fastest close

From first call to signature in 19 days.

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Improve

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

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

04

INSIDE SALES REVIEW



SMB Inside Sales · Q2 2026

Session 4 · Inside Sales Review

Quarter at a glance

112%

of revenue target

₹6.4 Cr

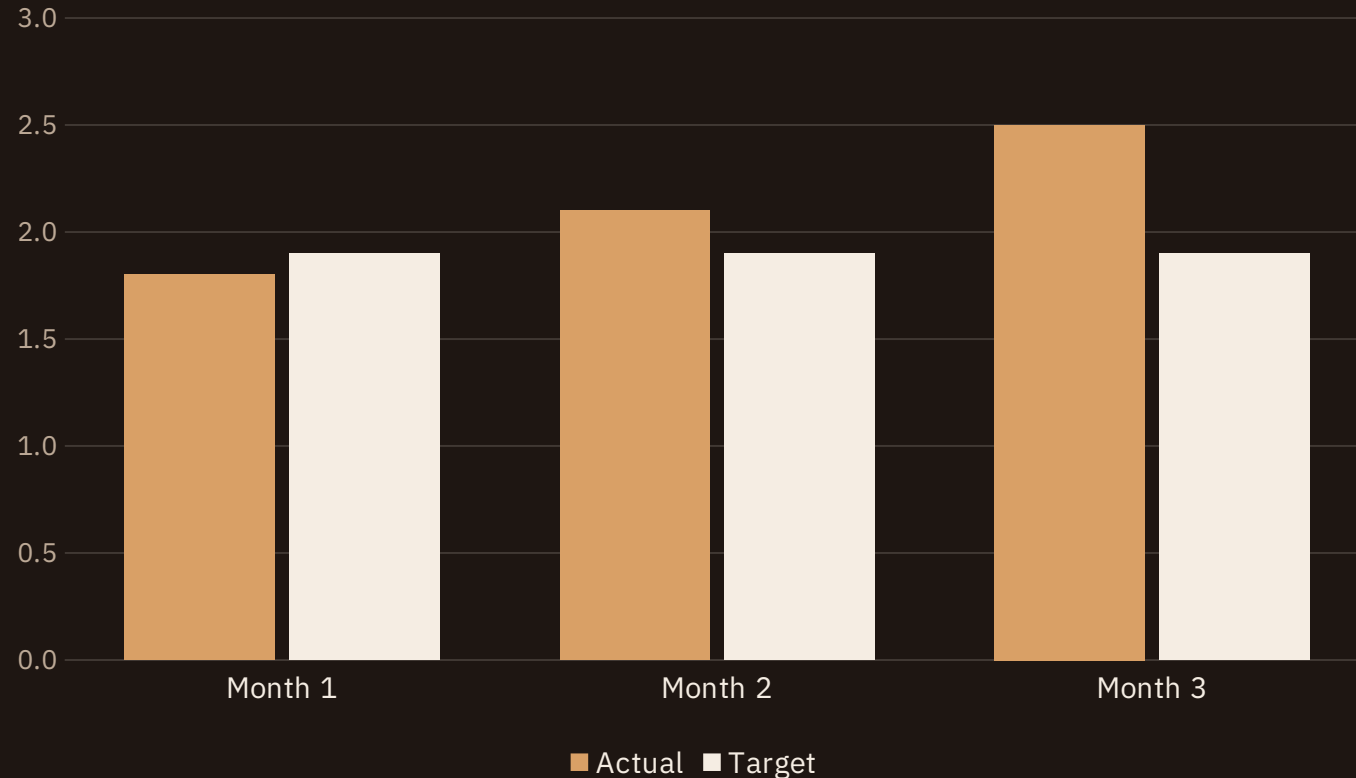
closed revenue

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

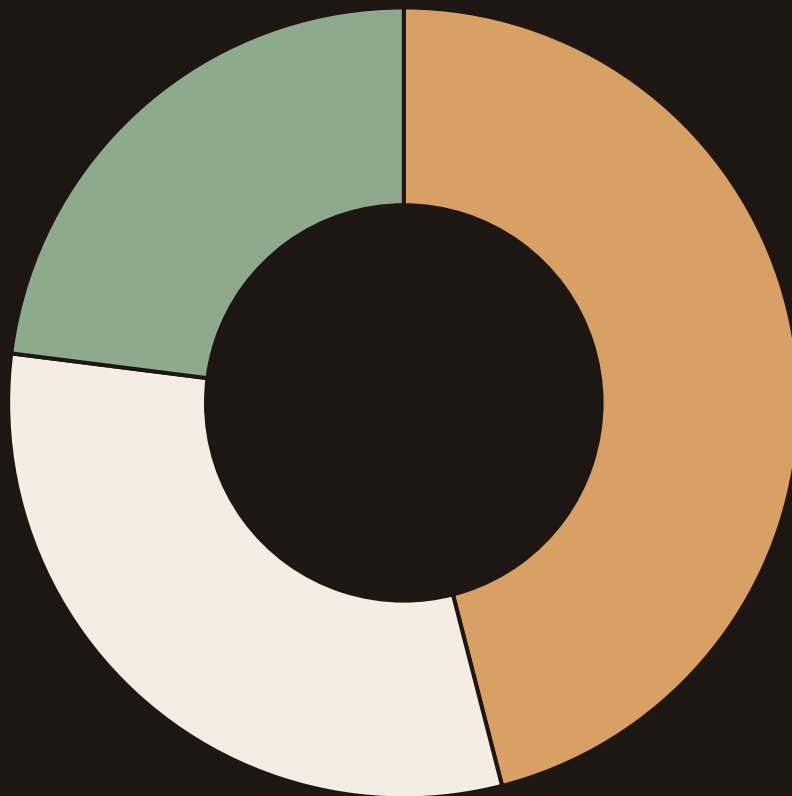


Top opportunities

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

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Improve

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- Forecast accuracy
- Handover to onboarding

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

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- Approval for partner discounts



Image

05

MONTHLY SALES REVIEW



North Zone Retail · Sep 2026

Session 5 · Monthly Sales Review

Quarter at a glance

112%

of revenue target

₹6.4 Cr

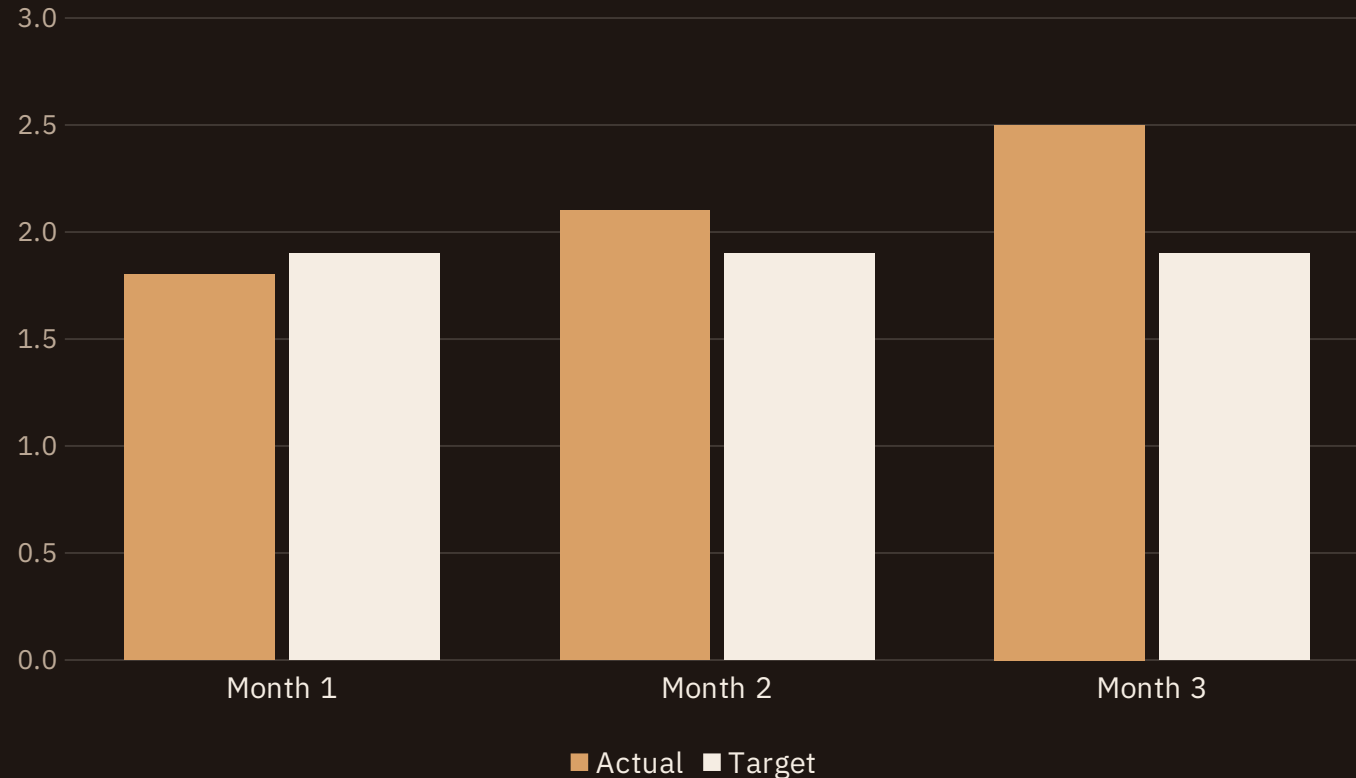
closed revenue

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

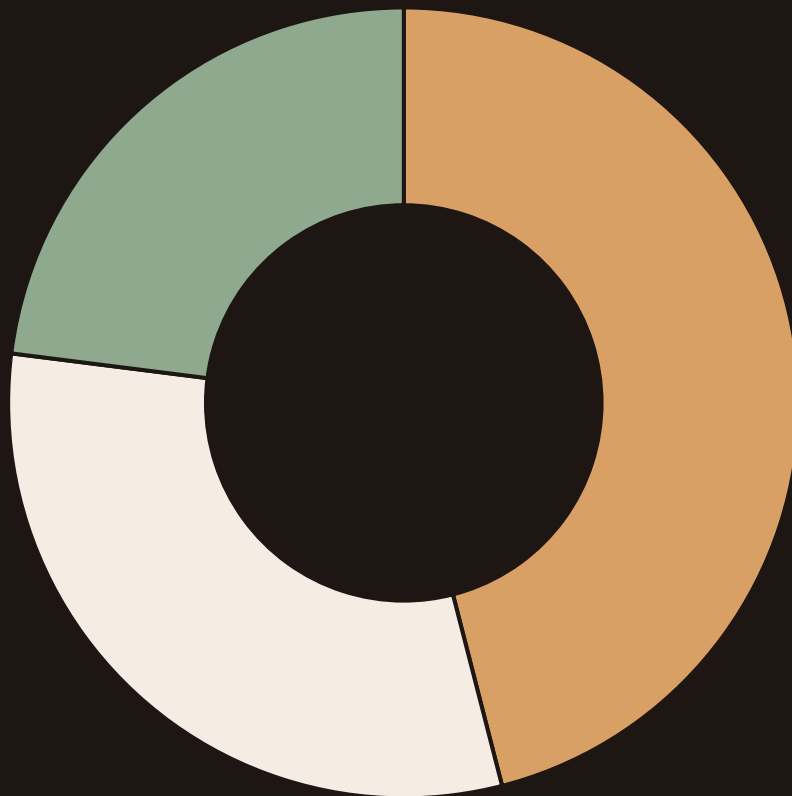


Top opportunities

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

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

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- Joint calls with product team

vs

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- Forecast accuracy
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Plan for next quarter

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Top 20 accounts by potential

02 Enable

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03 Execute

Weekly pipeline reviews

04 Measure

Win rate and cycle time

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Image

06

DISTRIBUTOR PERFORMANCE REVIEW



Rural Distribution · H1 FY27

Session 6 · Distributor Performance Review

Quarter at a glance

112%

of revenue target

₹6.4 Cr

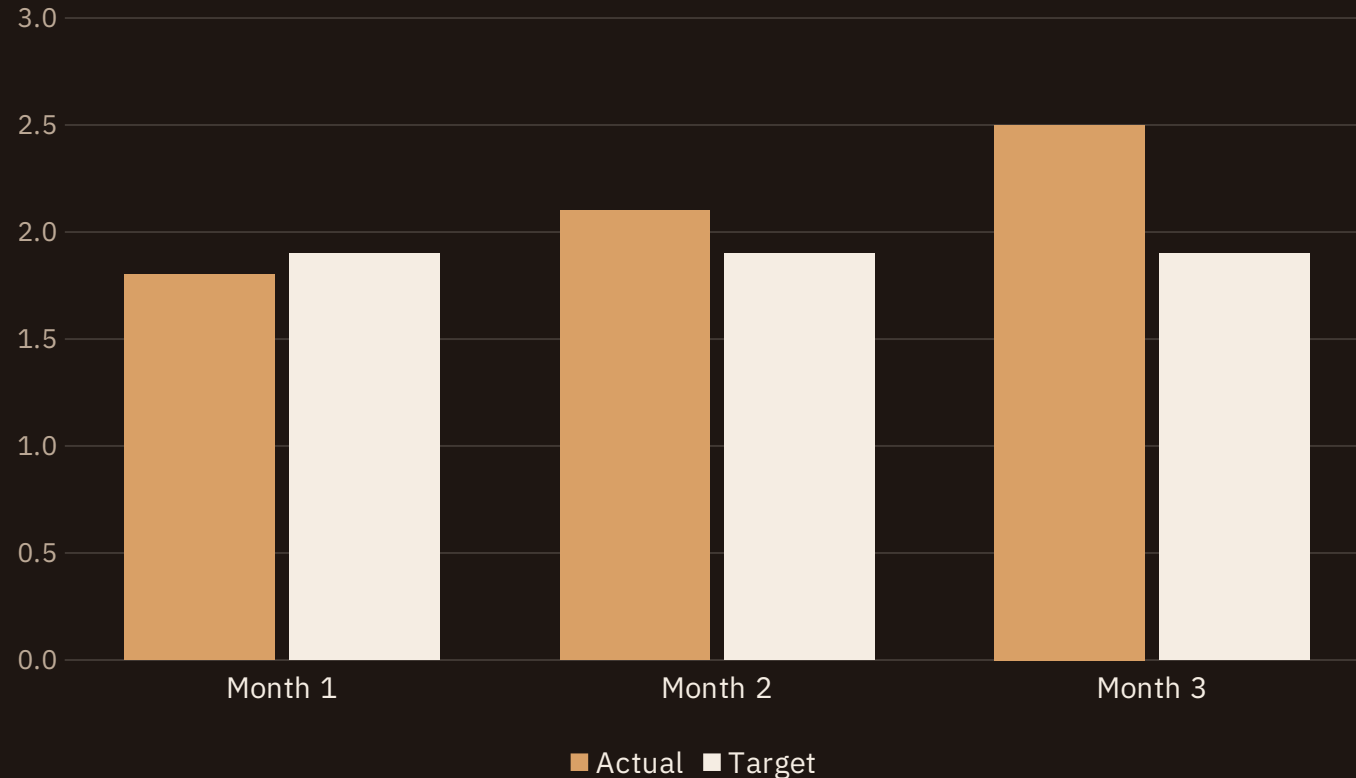
closed revenue

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.

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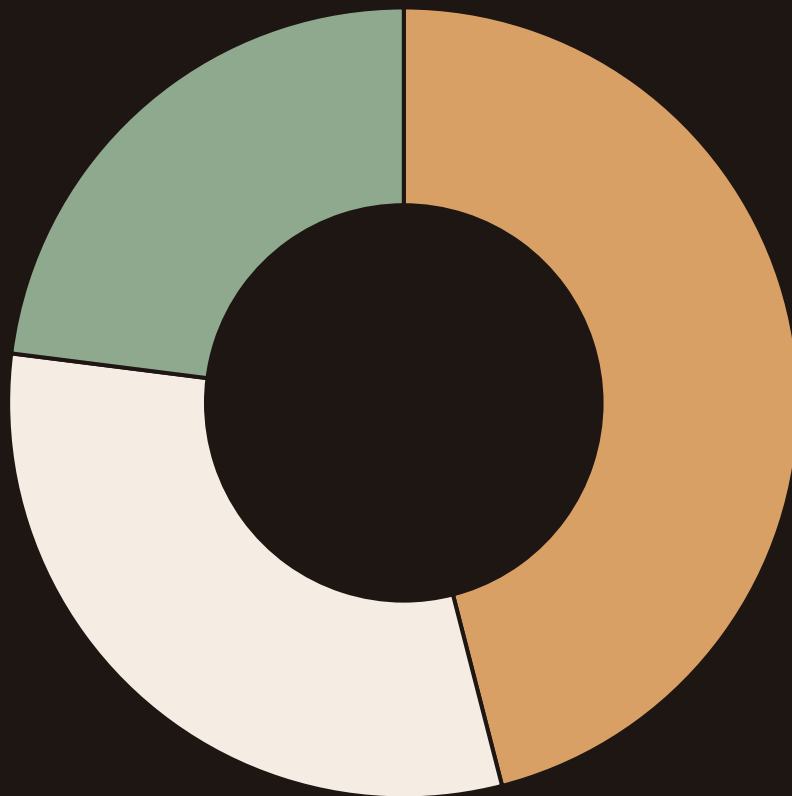


Top opportunities

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Account C	Demo	₹18 L	This quarter
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Placeholder accounts and sample values.

Revenue by product



- **46%** FMCG
- **31%** Personal care
- **23%** Home care

Sample data for illustration.

Wins of the quarter

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Image

07

SALES QBR



West Region Sales · Q2 FY27

Session 7 · Sales QBR

Quarter at a glance

112%

of revenue target

₹6.4 Cr

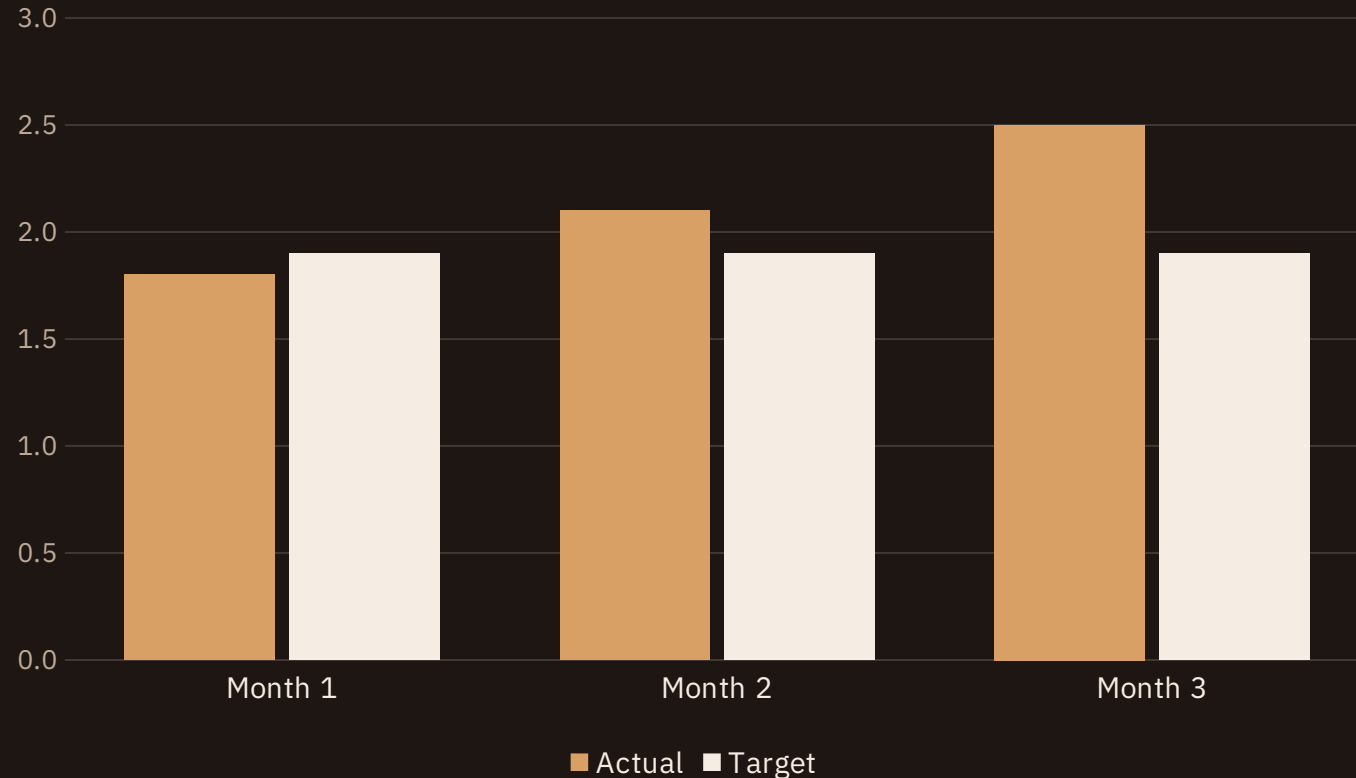
closed revenue

38

new logos

Sample data.

Revenue vs target



Strong finish in month 3 after two large renewals.

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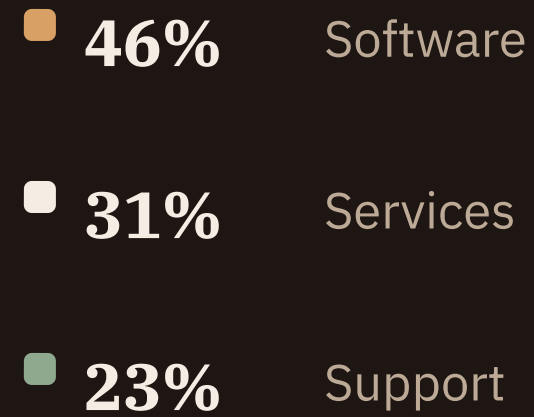
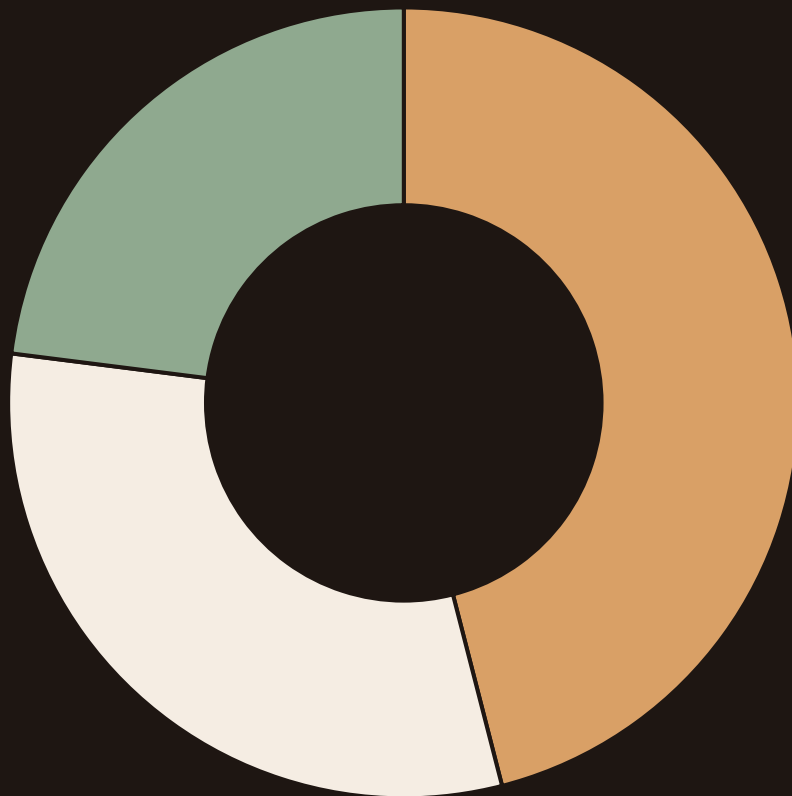


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Placeholder accounts and sample values.

Revenue by product



Sample data for illustration.

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Image

Thank you

Questions and discussion.

Presenter Name

hello@yourdomain.in