

Sales Manager Dash Board

Welcome salesmanager at E Business Applications

Select month: January | Year: 2008 | Select report: Lead Status/Source

LEAD STATUS

Not Contacted (475)
 Contacted (55)
 Contact in Future (300)
 Junk Lead (100)
 Prequalified (20)
 Converted to Potential (50)

LEAD SOURCE

48% Advertisement
 5% Trade Show
 5% Cold Call
 5% Kiosk
 5% Web Search
 5% Others

Project Status

Project	Total	Blocked	OnHold	Sold	Contract	Bal
Dubai Marina	500	100	80	300	250	20
Dubai Select	1300	0	60	1120	944	120
High Rise Properties	450	0	78	320	248	52
Indigo Tower 1	550	0	145	390	168	15
Indigo Tower 2	700	0	120	460	375	120
Indigo Tower 3	450	40	10	370	270	30
International City	850	80	50	620	558	100
Jumeirah Lake Towers	600	50	20	540	327	40
Sheffield Tower	400	0	32	350	168	18

Daily Activity

SalesPerson	NewLeads	NewAccounts	NewContacts	NewPotentials	NewBookings	Remarks
Afsar	6	5	3	2	2	Poor
Ajay	12	3	7	5	7	Average
Balaji	5	2	4	1	1	Poor
Maresh	15	5	5	3	3	Average
Mustafa	8	5	4	8	5	Average
Vardhu	11	6	3	7	3	Good
Yaseen	20	10	15	8	4	Average

Project Profitability (Estimated)

Total Area: _____ Estimated Cost per sq.ft: _____
 Total Area of Sold Units: _____ Total Area of Unsold Units: _____
 Cost per sq.ft of Sold Units: _____ Current Sale Price per sq.ft of Unsold Units: _____

Activity List

Select	Due Date	Subject	Status	Type	Lead/Contact
<input type="checkbox"/>	19/05/2008	Meeting	Not Started	Followup	Tapash
<input type="checkbox"/>	19/05/2008	Contact ABC Co	Not Started	Reminder	Yaseen
<input type="checkbox"/>	29/07/2008	Test Task	Waiting on someone else	Event	Gautham
<input type="checkbox"/>	30/07/2008	Product Demo	Not Started	Task	Gautham

Unassigned Leads

Select	Lead Name	Company	Phone	Lead Source	Wait(days)	Generated By
<input type="checkbox"/>	Gautham Kumar	Pulse Track	2676711	Advertisement	5	Shireen
<input type="checkbox"/>	Tapash Kumar Patnaik	Software	2676711	GITEX	6	Shireen
<input type="checkbox"/>	Tirumalesh	DataSystems	2676711	GITEX	2	Shireen
<input type="checkbox"/>	Yaseen Shareef	ABC Co	2676711	GITEX	10	Sameena

Lead Status

Select	Lead Name	Phone	Generated On	Assigned To	Remarks
<input type="checkbox"/>	Gautham Kumar	2676711	30/12/2008	Ajay	
<input type="checkbox"/>	Tapash Kumar Patnaik	2676711	31/12/2008	Maresh	
<input type="checkbox"/>	Tirumalesh	2676711	31/12/2008	Maresh	
<input type="checkbox"/>	Yaseen Shareef	2676711	30/12/2008	Mustafa	

Potential Status

Potential Name	Amount	Stage	Closing Date	Account Name
Maresh	\$300,000.00	Inprogress	23/07/2008	Tapash
Tapash	\$10,000.00	Inprogress	14/07/2008	Tapash
Yaseen	\$100,000.00	Closed Won	05/06/2008	Gautham
Total	\$410,000.00			

Marketing:

Leads generation sources, designing best marketing campaigns, lead analysis, Campaign effectiveness analysis, comparison of results with planned results.

Pre-Sales:

Lead entry, lead distribution (auto & manual), lead follow-up, creating contacts, accounts, converting leads into potentials, products / Services (Items), quotation, sales order, Sales staff commissions, Sales targets planning (monthly, quarterly & yearly), generating variance reports (Actual sales vs Planned) sales person wise etc.

After Sales:

Recording cases from customers, case distribution to customer care executives by customer care managers, tracking the cases until it is closed, customer satisfaction surveys and its analysis, cases analysis (origin wise, reason wise, product wise etc).

Work Flow:

You can have different documents (Ex. Quotation, Sales Order) approval process by different users/roles. Document will flow from one inbox to other higher level user inbox.

Activities:

Items which needs actions. This module consists of tasks, events, reminders & follow-ups management. These modules are linked with other modules where ever required or applicable.

Dash Boards:

Role wise nice dash boards as soon you login into the system with graphs, important information, alerts and action items (activities). Quick glance of MIS reports.

Documents filing:

Documents related to different modules can be attached with those records. These documents can be searched on different parameters, viewed and printed.

e-Mailing:

e-mails sent history through the system related to different modules can be attached with those records. These e-mails can be searched, viewed and printed.

SMS:

SMS sent history through the system related to different modules can be attached with those records. These can be searched, viewed and printed.