

Sales Activity Report (By Team)



1. Click Reports
2. Click Sales Reports Folder
3. Click "Sales Activity Report (By Team)"
4. Select Date Range

Number of new Sales Events created by each Sales Rep for the date range

The Number of "Open Events" currently sitting in each reps active pipeline
(Goal < 60)

Number of open appointments each rep has scheduled for the date range

The number of appointments that were "Completed" (Shown) for the dated range

Sales Activity Report (By Team)

Refresh Report

Print Report

Help

Rick Case Acura Ft Lauderdale

Team/Role: *ALL SALES

Begin Date: 10/1/2009

End Date: 10/12/2009

	Salesperson	New Prospects	Unsold Prospects	Calls					Appts		Total Sold	Front Gross	Back Gross	Total Gross
				Open	Completed	Completed CTI	Skipped	Incomplete	Open	Completed				
Internet Sales	AJ Hasty	37	63	17	191	61	7	4	0	7	4.5	\$926	\$4,334	\$5,260
	Marcelo Barboza	43	53	13	215	83	41	38	1	9	3.5	\$3,651	\$2,741	\$6,392
	Total	80	116	30	406	144	48	42	1	16	8.0	\$4,577	\$7,075	\$11,652
Sales Manager	Michael Cortella	17	51	24	93	43	4	1	0	4	5.5	\$5,587	\$1,386	\$6,973
	Total	17	51	24	93	43	4	1	0	4	5.5	\$5,587	\$1,386	\$6,973
Team A	Ellen Bogen	20	73	13	168	73	11	6	0	5	4.0	\$2,634	\$1,570	\$4,204
	Jeremy Hamilton	11	19	9	54	23	4	19	0	3	3.5	\$7,286	\$1,574	\$8,859
	Marc Duroseau	11	32	17	196	135	7	5	0	0	0	0	0	0
	Mort Schwartz	20	61	34	113	40	6	20	0	2	2.0	\$155	\$2,310	\$2,466
	Richard Ragone	21	45	1	205	100	4	8	0	3	2.5	\$4,867	\$1,693	\$6,560
	Total	83	230	74	736	371	32	58	0	13	12.0	\$14,941	\$7,147	\$22,088
Team B	Carl Ziedman	26	52	13	207	113	20	13	0	5	2.5	\$2,067	\$1,054	\$3,120
	Edney Francis	9	28	3	107	34	6	17	0	7	3.0	\$1,498	\$2,969	\$4,468
	Terry Jarvis	14	39	20	101	57	4	16	0	6	1.0	-	\$951	-426.95
												1377.70		
	Thomas Desrosiers	10	17	0	82	9	2	6	0	3	2.5	\$3,900	\$1,984	\$5,884
	Total	59	136	36	497	213	32	52	0	21	9.0	\$6,087	\$6,958	\$13,045

Number of Open calls sitting in each reps Daily Workplan. This number should be at zero at the end of each working day

The total number of calls each sales rep manually marked completed for the date range above

The number of calls verified completed by the phone system to known customers inside of DealerSocket

Number of calls that were skipped by the system because a rep manually set a to-do within the same date range of a running campaign

Number of incomplete calls that were never made during a series of follow up calls