

QUARTERLY SALES REVIEW

Fiscal Period: Q3 2023

Date: October 15, 2023

TOTAL REVENUE **\$1,240,000**

TARGET ACHIEVEMENT **104.2%**

NEW LEADS GEN **842**

SALES REPRESENTATIVE	REGION	QUOTA TARGET	ACTUAL SALES	% OF GOAL	PIPELINE STATUS
Sarah Jenkins	North America	\$250,000	\$285,000	114%	Strong
Michael Chen	Asia Pacific	\$200,000	\$192,000	96%	Steady
Elena Rodriguez	Europe	\$220,000	\$245,000	111%	High Growth
David Okafor	Middle East	\$180,000	\$185,000	102%	At Risk
Lisa Vandermeer	Latin America	\$150,000	\$132,000	88%	Developing

Notes: Review session scheduled for Thursday. Pipeline status based on CRM data as of end of month. Confirmed commissions will be processed by the 20th.