

Visual Sales Forecast Dashboard

Reporting Period: Q2 2024 | Prepared by: Sales Analytics Team

Updated: June 10, 2024

Key Performance Indicators (KPIs)

Total Forecasted Sales

\$1,200,000

Current Pipeline Value

\$850,000

Closed Sales (to date)

\$500,000

Forecast Accuracy

89%

Monthly Sales Forecast

Projected sales trend from April to June 2024.

Sales by Product Category

Distribution of forecasted sales by category.

Top Opportunities

Client	Opportunity Value	Stage	Probability	Expected Close
ABC Corp.	\$200,000	Negotiation	75%	June 26, 2024
MacroSoft	\$150,000	Proposal	60%	July 10, 2024
Globex Inc.	\$120,000	Demo	50%	June 22, 2024
Stellar Tech	\$105,000	Negotiation	80%	June 29, 2024

Important Notes

- This dashboard provides a visual overview for ongoing and forecasted sales performance.
- Data should be reviewed regularly and updated for accuracy.
- Visual forecasts help identify trends and potential gaps early for proactive action.
- Confidentiality of client and sales data must be maintained at all times.
- KPI definitions and calculation methods should be standardized across reporting periods.