**SALES PIPELINE ANALYSIS TEMPLATE**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| QUARTER ONE |   |   |   |   |   |   |   |   |
| **OPPORTUNITY** | **ECONOMICS** | **PIPELINE DATA** |
| **DEAL NAME** | **CONTACT PERSON** | **SALES REPRESENTATIVE** | **DEAL SIZE** | **WIN PROBABILITY** | **DEAL STAGE** | **PROJECTED CLOSING DATE** | **NEXT ACTION** | **NOTES** |
|   |   |   | $  | 0% | Complete | MM/DD/YY |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  |   | Complete |   |   |   |
|   |   |   | $  |   | Overdue |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | On Hold |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
| **QUARTER ONE TOTAL** | **$**  |   |   |   |   |   |

|  |
| --- |
| **STATUS** |
| Not Started |
| In Progress |
| Complete |
| Overdue |
| On Hold |

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| QUARTER TWO |   |   |   |   |   |   |   |   |
| **OPPORTUNITY** | **ECONOMICS** | **PIPELINE DATA** |
| **DEAL NAME** | **CONTACT PERSON** | **SALES REPRESENTATIVE** | **DEAL SIZE** | **WIN PROBABILITY** | **DEAL STAGE** | **PROJECTED CLOSING DATE** | **NEXT ACTION** | **NOTES** |
|   |   |   | $  | 0% | Complete | MM/DD/YY |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  |   | Complete |   |   |   |
|   |   |   | $  |   | Overdue |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | On Hold |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
| **QUARTER TWO TOTAL** | **$**  |   |   |   |   |   |

|  |
| --- |
| **STATUS** |
| Not Started |
| In Progress |
| Complete |
| Overdue |
| On Hold |

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| QUARTER THREE |   |   |   |   |   |   |   |   |
| **OPPORTUNITY** | **ECONOMICS** | **PIPELINE DATA** |
| **DEAL NAME** | **CONTACT PERSON** | **SALES REPRESENTATIVE** | **DEAL SIZE** | **WIN PROBABILITY** | **DEAL STAGE** | **PROJECTED CLOSING DATE** | **NEXT ACTION** | **NOTES** |
|   |   |   | $  | 0% | Complete | MM/DD/YY |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  |   | Complete |   |   |   |
|   |   |   | $  |   | Overdue |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | On Hold |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
| **QUARTER THREE TOTAL** | **$**  |   |   |   |   |   |

|  |
| --- |
| **STATUS** |
| Not Started |
| In Progress |
| Complete |
| Overdue |
| On Hold |

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| QUARTER FOUR |   |   |   |   |   |   |   |   |
| **OPPORTUNITY** | **ECONOMICS** | **PIPELINE DATA** |
| **DEAL NAME** | **CONTACT PERSON** | **SALES REPRESENTATIVE** | **DEAL SIZE** | **WIN PROBABILITY** | **DEAL STAGE** | **PROJECTED CLOSING DATE** | **NEXT ACTION** | **NOTES** |
|   |   |   | $  | 0% | Complete | MM/DD/YY |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  | 0% | Complete |   |   |   |
|   |   |   | $  |   | Complete |   |   |   |
|   |   |   | $  |   | Overdue |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | In Progress |   |   |   |
|   |   |   | $  |   | On Hold |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
|   |   |   | $  |   | Not Started |   |   |   |
| **QUARTER FOUR TOTAL** | **$**  |   |   |   |   |   |

|  |
| --- |
| **STATUS** |
| Not Started |
| In Progress |
| Complete |
| Overdue |
| On Hold |

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