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SALES PIPELINE TRACKER

SALESPERSON	COMPANY / TEAM	PERIOD	SALES QUOTA ($)	AS OF

List open deals only. Stage guide (suggested win %): Lead 10, Qualified 25, Proposal sent 50, Negotiation 75, Verbal yes 90. When a deal closes, add its value to Closed won below and draw a line through the row.

Company / lead	Contact	Source	Stage	Deal value	Win %	Weighted	Next step	Step due	Exp. close

Open pipeline value	
Weighted forecast	
Closed won this period	
Closed won as % of quota	
Won + forecast, % of quota	