Nektar

Your CRM data health report
Revenue Management starts with data; Take control of your data

Key Highlights

$2,304,070 worth of stale pipeline in Salesforce

1225 (90%) disengaged accounts

41 (90%) of opportunities are closing soon but only have 1 OR 0 contact

334 (18%) of accounts are not multithreaded

Pipeline Progression

35 (5%) opportunities have no contacts.

15 (20%) opportunities closing soon are not engaged

8 (12%) opportunities closing soon have no champion

135 (5%) opportunities are slipping

Pipeline Generation

4235 (11%) engaged contacts are in new organisations

35 (5%) engaged accounts where pipeline can be generated

235 (5%) new leads with no meetings in the future

Relationship

1243 (5%) disengaged contacts.

32 (5%) champions have left the organisation

CRM Data Automation

138 (5%) contacts are missing account info or Account <> Contact mapping.

147 (5%) of contacts are missing Opportunity <> Contact mapping.

CRM Detection

1223 Accounts

12,255 Contacts

885 Touched Accounts

3258 Emails

124 Open Opps

125 Meetings

25 Opportunities Closing Soon

114 Active users

*Secure by design - **SOC2 and ISO 27001 compliant***

For additional information, email us at sales@nektar.ai