**[A picture containing text

Description automatically generated](https://www.smartsheet.com/try-it?trp=11564&utm_source=integrated-content&utm_campaign=/content/sales-pipeline-template&utm_medium=Sales+Pipeline+Analysis+doc+11564&lpa=Sales+Pipeline+Analysis+doc+11564&lx=PFpZZjisDNTS-Ddigi3MyABAgeTPLDIL8TQRu558b7w)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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