Sales team

Q3 sales review

July to September

Harbor & Pine, a fictional company for this example

The quarter in numbers

$1.2M
revenue, up 14% on Q2

860
orders

31%
from repeat customers

What sold best

- **Garden benches**, 38% of revenue
- **Picnic tables**, 27%
- **Planters**, 19%

Where it came from

- **North region** grew fastest, up 22%
- **Online orders** passed shop orders for the first time
- **South region** was flat

Next quarter

- Launch the winter range in October
- Visit the ten largest South accounts
- Goal: **$1.35M**