

Post VC1 Assignment : part 2

When you have completed part 1 of the assignment, it is now time to use the suggested template to evaluate your current pipeline value, Sales Focus, Pipeline Health and Sales Activities, hereby we want to give you a step by step approach how to do this.

1. Clone the suggested Template : you will receive instructions where to find the template. Make sure that you can clone the template, so that it reflects your relevant data. If you have issues with this, please ask your Sales Manager or your local SFDC Champion.
2. Update your info : it might be that a number of your info is not up to date, make sure that it is reflecting reality. Based on this analysis, you might need to contact some of the customers to get a good view. Think about :
 - a. No drifting opportunities
 - b. Try to get realistic Expected Award dates
 - c. What with the committed and targeted pursuits?
 - d. How many neglected opportunities do you have? (neglected means 60 days + no changes)
3. Analyse the following :
 - a. What is your current pipeline value
 - b. What is the gap with your objective?
 - c. Calculate your pipeline velocity
 - d. Analyse if this will be sufficient for you to reach your target?
4. Make an appointment with your Sales Manager to discuss this