May 2026

Monthly Sales Report

Prepared by **Elena Marsh**
Head of Sales Operations
For the Executive Team · June 5, 2026

REVENUE	ORDERS	AVG. ORDER VALUE	NEW CUSTOMERS
1,342,800.00	**3,524**	**381.04**	**432**
+4.5% vs. April	+2.8% vs. April	+1.6% vs. April	+10.8% vs. April

Revenue and order values are in USD.

Revenue trend

MONTH	REVENUE	AMOUNT
December		1,107,700.00
January		1,159,100.00
February		1,238,700.00
March		1,189,900.00
April		1,285,000.00
May		1,342,800.00

Highlights

- May was the strongest month of the last six, with revenue up 4.5% on April
- Latin America grew 8.6%, the fastest of the four regions
- Pro Series Workstation led sales with 1,135 units
- Three of five reps beat their quota, led by Marcus Webb at 118%

Sales by region

REGION	SHARE OF REVENUE	REVENUE	SHARE	CHANGE
North America		639,200.00	47.6%	+4.1%
Europe		419,000.00	31.2%	+4.5%
Asia-Pacific		198,700.00	14.8%	+4.2%
Latin America		85,900.00	6.4%	+8.6%

Top products

#	PRODUCT	CATEGORY	UNITS	REVENUE	SHARE
1	**Pro Series Workstation**	Hardware	1,135	**340,500.00**	25.4%
2	**Team Collaboration Suite**	Software	944	**259,600.00**	19.3%
3	**Ergonomic Standing Desk**	Furniture	669	**220,770.00**	16.4%
4	**Wireless Headset X2**	Accessories	1,541	**138,690.00**	10.3%

#	PRODUCT	CATEGORY	UNITS	REVENUE	SHARE
5	**Premium Support Plan**	Services	406	**101,500.00**	7.6%

Sales team

REP	DEALS	REVENUE	QUOTA
Marcus Webb	67	**247,600.00**	**118%**
Priya Natarajan	61	**224,200.00**	**112%**
Julien Moreau	53	**195,600.00**	**106%**
Hannah Becker	46	**170,300.00**	**90%**
Carlos Ibarra	40	**147,700.00**	**82%**

Pipeline outlook

Open pipeline	**2,970,000.00**
Win rate	**27%**
Avg. sales cycle	**34 days**
Forecast (June)	**1,390,000.00**

Next steps

- Expand the hardware range in Latin America, the fastest growing region
- Review pricing on accessories, where margins fell by 1.5 points
- Coach the two reps under quota on late-stage deal handling

Figures cover orders invoiced between May 1 and May 31, 2026, net of returns and discounts. Quota attainment is measured against each rep's monthly target.