September 2026

Monthly Sales Report

Prepared by **Elena Marsh**
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For the Executive Team · October 5, 2026

REVENUE	ORDERS	AVG. ORDER VALUE	NEW CUSTOMERS
1,284,500.00	**3,412**	**376.47**	**418**
+8.4% vs. August	+6.7% vs. August	+1.6% vs. August	+10.9% vs. August

Revenue and order values are in USD.

Revenue trend

MONTH	REVENUE	AMOUNT
April		1,021,300.00
May		1,068,700.00
June		1,142,000.00
July		1,097,400.00
August		1,184,900.00
September		1,284,500.00

Highlights

- September was the strongest month of the year, with revenue up 8.4% on August
- Europe grew 7.6% after the launch of the German-language storefront
- The Pro Series line passed 1,000 units for the first time
- 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		612,300.00	47.7%	+7.4%
Europe		401,200.00	31.2%	+7.6%
Asia-Pacific		189,700.00	14.8%	+7.2%
Latin America		81,300.00	6.3%	+24.9%

Top products

#	PRODUCT	CATEGORY	UNITS	REVENUE	SHARE
1	**Pro Series Workstation**	Hardware	1,086	**325,800.00**	25.4%
2	**Team Collaboration Suite**	Software	902	**248,400.00**	19.3%
3	**Ergonomic Standing Desk**	Furniture	640	**211,200.00**	16.4%
4	**Wireless Headset X2**	Accessories	1,475	**132,750.00**	10.3%

#	PRODUCT	CATEGORY	UNITS	REVENUE	SHARE
5	**Premium Support Plan**	Services	388	**97,000.00**	7.6%

Sales team

REP	DEALS	REVENUE	QUOTA
Marcus Webb	64	**236,800.00**	**118%**
Priya Natarajan	58	**214,500.00**	**113%**
Julien Moreau	51	**187,200.00**	**107%**
Hannah Becker	47	**162,900.00**	**91%**
Carlos Ibarra	39	**141,300.00**	**83%**

Pipeline outlook

Open pipeline	**2,840,000.00**
Win rate	**27%**
Avg. sales cycle	**34 days**
Forecast (October)	**1,330,000.00**

Next steps

- Roll out the German-language storefront to Austria and Switzerland
- Review pricing on accessories, where margins fell by 1.8 points
- Coach the two reps under quota on late-stage deal handling

Figures cover orders invoiced between September 1 and September 30, 2026, net of returns and discounts. Quota attainment is measured against each rep's monthly target.