November 2026

Monthly Sales Report

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Head of Sales
For the Executive Team · December 5, 2026

REVENUE	ORDERS	AVG. ORDER VALUE	NEW CUSTOMERS
1,089,700.00	**3,035**	**359.04**	**372**
+5.3% vs. October	+3.6% vs. October	+1.6% vs. October	+11.0% vs. October

Revenue and order values are in USD.

Revenue trend

MONTH	REVENUE	AMOUNT
June		892,100.00
July		933,500.00
August		997,600.00
September		958,300.00
October		1,034,900.00
November		1,089,700.00

Highlights

- November was the strongest month of the last six, with revenue up 5.3% on October
- Latin America grew 10.1%, the fastest of the four regions
- Pro Series Workstation led sales with 921 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		518,700.00	47.6%	+4.8%
Europe		340,000.00	31.2%	+5.3%
Asia-Pacific		161,300.00	14.8%	+5.0%
Latin America		69,700.00	6.4%	+10.1%

Top products

#	PRODUCT	CATEGORY	UNITS	REVENUE	SHARE
1	**Pro Series Workstation**	Hardware	921	**276,300.00**	25.4%
2	**Team Collaboration Suite**	Software	766	**210,650.00**	19.3%
3	**Ergonomic Standing Desk**	Furniture	543	**179,190.00**	16.4%
4	**Wireless Headset X2**	Accessories	1,251	**112,590.00**	10.3%

#	PRODUCT	CATEGORY	UNITS	REVENUE	SHARE
5	**Premium Support Plan**	Services	329	**82,250.00**	7.5%

Sales team

REP	DEALS	REVENUE	QUOTA
Marcus Webb	54	**200,900.00**	**118%**
Priya Natarajan	49	**182,000.00**	**114%**
Julien Moreau	43	**158,800.00**	**106%**
Hannah Becker	37	**138,200.00**	**89%**
Carlos Ibarra	32	**119,900.00**	**83%**

Pipeline outlook

Open pipeline	**2,410,000.00**
Win rate	**28%**
Avg. sales cycle	**34 days**
Forecast (December)	**1,130,000.00**

Next steps

- Expand the hardware range in Latin America, the fastest growing region
- Review pricing on accessories, where margins fell by 2.1 points
- Coach the two reps under quota on late-stage deal handling

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