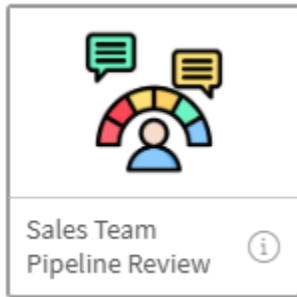


Sales Team Pipeline Review Sheet

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The aim of the Sales Pipeline Review Sheet is:

- Ensure short term delivery of opportunities
- Monitor top opportunities
- Identify & address gaps for long term opportunities
- Prioritise resourcing to support growth

Please find a guidance video below:

Navigation slides: