

# Reports for Sales

Last Modified on 12/28/2021 9:37 am CST

## Overview

This article reviews some of the top reports for your sales team. Whether you just interested in sales information or part of a sales team, you can utilize the following reports to pull sales information. For more sales reports, check out [Sales & Invoicing Reports](#) category.

**\*Note\*** You will need the correct Security Role in Enterprise or Security Group permissions in Beyond in order to view these reports. For more information check out [Reports & Administrators](#).

## For Analyzing Numbers

- For an overview, check out the [Sales Summary](#)
- To review sales with a four week time frame, check out the [Sales Analysis Four Week Report](#)
- For Quarterly numbers, check out [Quarterly Sales Report](#)
- For yearly numbers, check out [Yearly Sales Report](#)

End Date: 12/19/2017    Branch: Canada Test, CardiffUK, Eag    Group By: Branch

1 of 2    100%    Find | Next

### Sales Analysis Four Week

High Tech Staffing    Entity Level (Hierd 2)    

Sales for weekend bills between 12/19/2017 and 11/21/2017, from the following selected branches: '(All Branches Selected)'.

Customer	12/24/2017			12/17/2017			12/10/2017			12/3/2017		
	Sales	Margin	Hours	Sales	Margin	Hours	Sales	Margin	Hours	Sales	Margin	Hours
<b>Branch: Eagan</b>												
Pete's Pizza and Plumbing							\$3,487.50	-29.07%	209.50			
Shifty Sushi							\$920.00	7.03%	40.00			
<b>Branch: Eagan Totals:</b>		<b>0.00%</b>			<b>0.00%</b>		<b>\$4,407.50</b>	<b>-21.54%</b>	<b>249.50</b>		<b>0.00%</b>	
<b>Branch: Memphis NE</b>												
123 Nursing				\$331.24	43.51%	13.00						
Aardvark Industries Inc	\$800.00	31.64%	32.00									
ABC Manufacturing	\$192.00	28.36%	8.00									
Vandy Enterprises				\$7,499.42	9.93%	217.20				\$6,977.75	20.46%	195.70
<b>Branch: Memphis NE Totals:</b>	<b>\$992.00</b>	<b>31.01%</b>	<b>40.00</b>	<b>\$7,830.66</b>	<b>11.36%</b>	<b>230.20</b>		<b>0.00%</b>		<b>\$6,977.75</b>	<b>20.46%</b>	<b>195.70</b>
<b>Branch: Memphis SE</b>												
123 Nursing	\$0.00	0.00%	(40.00)									
Aloha Cookies							\$1,026.00	31.87%	40.00			
Alpaca Heaven										\$104.00	12.01%	8.00
Alpha Electric	\$616.25	18.82%	25.00	\$11,977.50	8.61%	529.00	\$7,062.00	18.36%	265.00	\$493.00	100.00%	20.00
Beta Electric							\$3,768.96	24.89%	156.00			
Bluss Cosmetics	\$928.00	20.80%	40.00	\$1,484.80	19.90%	64.00	\$1,585.60	29.36%	70.00			
Cook Personnel	\$1,249.60	20.34%	40.00									
Cowles Center Inc.				\$210.00	24.39%	14.00						
ECWTestDiscount	\$281.60	-88.20%	32.00									
Handyman LLC	\$1,020.00	24.04%	34.00									

## For Reviewing Sales Productivity

- Use the [Message Productivity Report](#) to review number of calls, emails, etc. your sales team has longed
- Use the [Marketing Calls Report](#) to review number of marketing related calls made

## For General Information

- To pull up a list of customers, use the [Customer List](#) report
- Run the [Top 25 Customers](#) report to see a list of your top customers
- If you are entering contact birthdays, you can pull the [Contact Birthday](#) report to grab a list of contacts to send birthday cards to
- Use the [AR Statement Summary](#) to pull statements for your customers

Report Viewer - Top 25 Customers																																																																																																																																																																							
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<div style="display: flex; justify-content: space-between;"> <span>1 of 1</span> <span>100%</span> <span>Find   Next</span> </div> <h3>Top 25 Customers</h3> <p>High Tech Staffing <span style="float: right;">Entity Level (Hierid 2)</span></p> <p>Tempworks SOFTWARE</p> <p>Top 25 customers for weekend bill dates 8/6/2017 through 1/31/2018 based on Gross Profit, from the following selected branches: '(All Branches Selected)'.</p> <table border="1"> <thead> <tr> <th>Customer Id</th> <th>Customer</th> <th>Branch Name</th> <th>Sales</th> <th>Total GP</th> <th>Top By Type</th> </tr> </thead> <tr> <td>4295012443</td> <td>Real Steel</td> <td>Memphis SE</td> <td>\$46,585.61</td> <td>\$20,750.91</td> <td>\$20,750.91</td> </tr> <tr> <td>4295012462</td> <td>Alpha Electric</td> <td>Memphis SE</td> <td>\$78,981.72</td> <td>\$16,193.52</td> <td>\$16,193.52</td> </tr> <tr> <td>4294969436</td> <td>Toro Company</td> <td>Memphis SE</td> <td>\$40,779.27</td> <td>\$12,209.68</td> <td>\$12,209.68</td> </tr> 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