**営業月報**

令和○年○○月○○日

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 営業項目 | 訪問数 | 情報数 | 見積数 | 提案書提出件数 | 受注額（単位：千円） | 営業工数 |
| 氏名 | 計画 | 実績 | 判定 | 計画 | 実績 | 判定 | 計画 | 実績 | 判定 | 売込主要商品 | 合計 | 総投入時間 | 営業活動時間 | 活動率 |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 当月 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 累計 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |