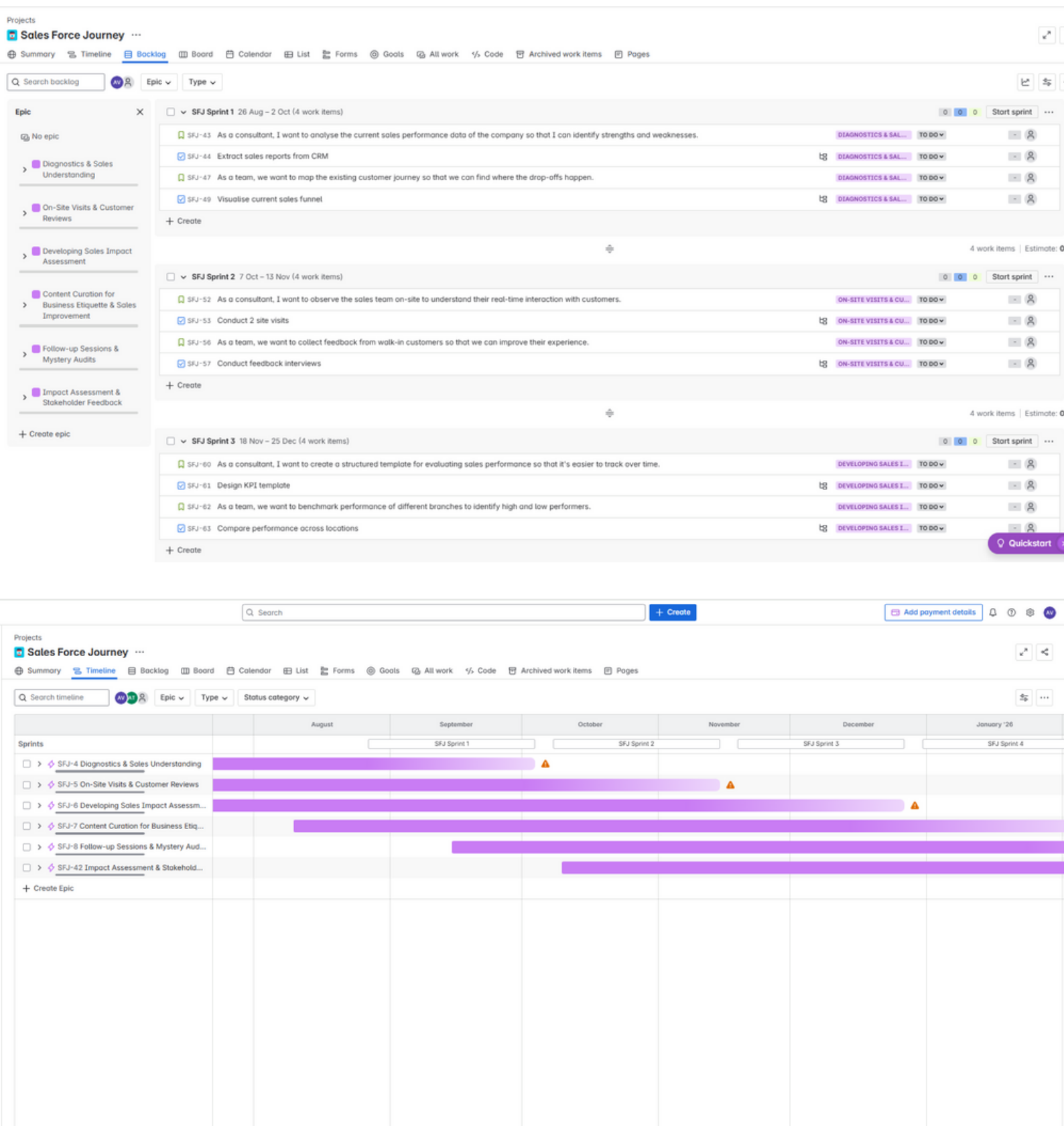


Jira – Performance and Tracker

Link:

<https://ameeshatalreja.atlassian.net/jira/software/projects/SFJ/boards/100/timeline?atlOrigin=eyJpIjoiYThlNjUyMDBkZmlwNGJjMmI3ZWRIYzdjOTE2MTU0NGQiLCJwIjoiaaiJ9>



Welcome to Sales Force Home Page!

I. Introduction

- **Project Overview:** A brief, high-level summary of the "Sales Impact Journey for Salesforce" project. Clearly state the goal: to develop a sales impact journey for a leading earthmover company in India using Salesforce.
- **Purpose of this Page:** This page serves as the central hub for all project-related information, providing quick access to key documents, progress updates, and team details.

II. Project Details at a Glance

- **Project Name:** Sales Impact Journey for Salesforce
- **Client:** Psyche Panacea
- **Start Date:** May 2nd, 2025
- **Estimated End Date:** 4-6 months after start
- **Location:** Consulting Team – Bangalore
- **Project Lead:** @Ameesha Talreja
- **Team Members:**
 - @Anna Vats

III. Key Project Phases (Epics)

- Provide a concise overview of each Epic with a direct link to its detailed information (presumably a Confluence page or similar).
 - **Epic 1: Diagnostics & Sales Understanding**
 - Brief Description: Analyse current sales challenges and performance.
 - Lead: Ameesha Talreja
 - Team Members Assigned: Anna Vats, [Employee 2]
 - [SFJ-4: Diagnostics & Sales Understanding](#) **TO DO**
 - **Epic 2: On-Site Visits & Customer Reviews**
 - Brief Description: Gather customer feedback through on-site visits.
 - Lead: [Employee 2]
 - Team Members Assigned: Anna Vats, [Employee 3]
 - [SFJ-5: On-Site Visits & Customer Reviews](#) **TO DO**
 - **Epic 3: Developing Sales Impact Assessment**
 - Brief Description: Develop assessments to identify sales gaps.
 - Lead: Ameesha Talreja
 - Team Members Assigned: [Employee 3]
 - [SFJ-6: Developing Sales Impact Assessment](#) **TO DO**
 - **Epic 4: Content Curation for Business Etiquette & Sales Improvement**
 - Brief Description: Curate training content for sales improvement.
 - Lead: Anna Vats
 - Team Members Assigned: [Employee 2]
 - [SFJ-7: Content Curation for Business Etiquette & Sales Improvement](#) **TO DO**
 - **Epic 5: Follow-up Sessions & Mystery Audits**
 - Brief Description: Conduct follow-up sessions and mystery audits.
 - Lead: [Employee 3]
 - Team Members Assigned: @Ameesha Talreja @Anna Vats |
 - [SFJ-8: Follow-up Sessions & Mystery Audits](#) **TO DO**
 - **Epic 6: Impact Assessment & Stakeholder Feedback**
 - Brief Description: Evaluate project success based on stakeholder feedback.
 - Lead: Ameesha Talreja
 - Team Members Assigned: [Employee 2], [Employee 3]
 - [SFJ-42: Impact Assessment & Stakeholder Feedback](#) **TO DO**

IV. Progress Tracking

- **Overall Project Status:** A brief, high-level summary of the project's current stage (Currently in the Diagnostics & Sales Understanding phase).
- **Burndown Chart:** [Embed or link to the Burndown Chart for overall progress]
- **Cumulative Flow Diagram:** [Embed or link to the Cumulative Flow Diagram]
- **Link to Jira Board:** [Direct link to the project's Kanban board in Jira]

V. Documentation and Collaboration

- **Business Requirements Document (BRD)** [Link to the BRD document]
- **Product Requirements Document (PRD)** [Link to the PRD document]
- **Retrospectives** [Link to the main Retrospectives page]
- **Meeting Notes:** [Link to the main Meeting Notes page]