

Post-deal review template

Looking for a simple way to review deals with your team post-close? This post-deal review presentation template is here to guide you through the review process and keep you doing what you do best – making sales!

Company overview

Company name

- Business model
- Industry
- Vision/mission/goals

Opportunity summary

- Amount to close
- Contract duration
- Total contract value

Decision process

- How long was the sales cycle?
- Who were the key decision makers?
- What pain point did you solve?

Strategy and challenges

- What strategy did you use with this sale?
- What worked well or not so well?
- What challenges did you face?
- How did you solve these challenges?

Closing

- What touchpoints/customer journey was taken?
- What closed the deal?
- Any lessons learned