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| Business Scenario | As a User, I should be able to view Sales Breakdown, monthly Sales BP vs Sales Actual and cumulative Sales BP vs Sales Actual So that I can understand and make changes to the promotions and sales intellignece the forecast performance based on the system generated forecast and the enriched forecast |
| Benefit | Implementing the Demand Forecaster View for Sales personas offers several key benefits. Sales teams gain enhanced accuracy in forecasting through detailed insights like Sales Breakdown and comparisons of monthly and cumulative Sales Budget vs Actual. This capability allows for proactive adjustments in promotions and sales strategies, optimizing resource allocation and driving informed decision-making to meet revenue targets effectively. |
| Description | The implementation of the Demand Forecaster View for Sales personas involves designing a user-friendly interface within JIRA that integrates seamlessly with existing systems and databases. This interface will provide Sales users with access to critical metrics such as Sales Breakdown, monthly Sales Budget vs Actual comparisons, and cumulative sales performance analyses. Role-Based Access Control (RBAC) will be implemented to ensure secure management of permissions for viewing, editing, and approving forecast modifications. Data integration will consolidate information from ERP systems, sales databases, and budgeting tools to deliver real-time insights. Rigorous testing and validation will be conducted to uphold data accuracy and reliability, while comprehensive user training and ongoing support will ensure effective adoption and utilization of the new tool by Sales teams. |