Mr. Chukws, A business Man Owns a Grocery Store where He sells different goods such as Milo, Rice, Bornvita, etc. This demo data has been computed to help the marketing and finance department determine if there is an improve in sales in different months. Also, this records covers the Annual sales made for 2023 in different regions/states in NIgeria. As a Data Analyst working with the sales team, you are required to carry out a quick analysis on this Dataset and write a short report to backup your analysis. Be well detailed enough.

+ Calculate the total Annual sales =   7,616,200

+ Calculate the total Monthly Sales made for each product

+ How Many Distinct Products do Mr. Chukws sells = 5

+ Which State has the highest Annual Sales = Lagos

+ Which State has the lowest Annual Sales = Ekiti

+ How many Bags of Rice were sold = 121

+ What was the total quantity of goods sold? **756**

+ Which goods had the best sales based on quantity? Milo

+ Lastly, from your report can you prepare a chart to describe this Analysis and what advice would you link to give to Mr. Chukws on which goods should be supply more based on your analysis.

Solution details

❖ Calculate the total Annual sales

total Annual sales = sum of total sales

=SUM(H3:H14)

❖ Calculate the total Monthly Sales made for each product
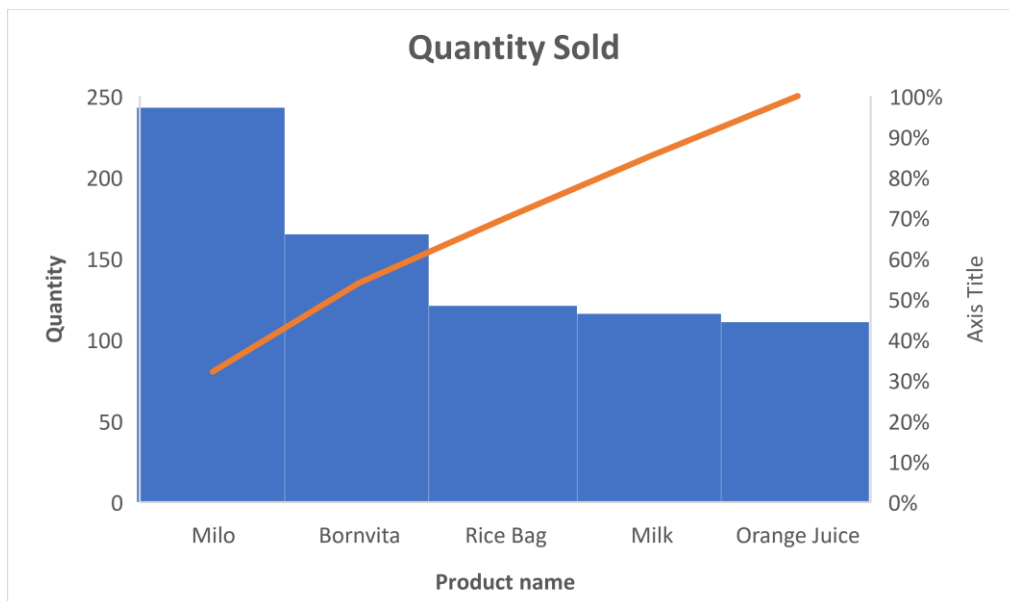   a. Highlighted all the product name, copy and pasted in another column
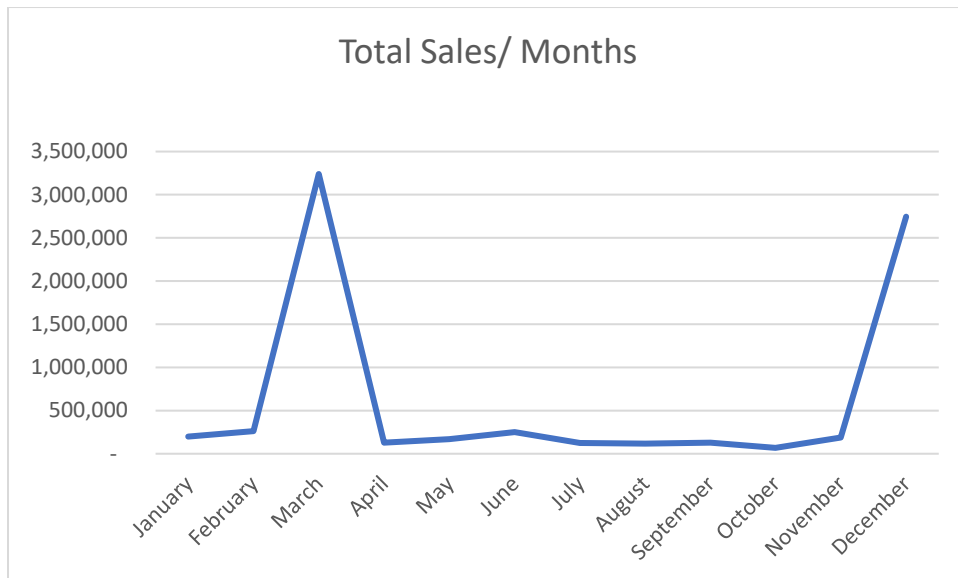   Go to **Data tab, then remove duplicate, to have the unique product names**
   b. The data set was duplicated in another sheet and table was formed **(Ctrl + T).** In the month column, each product was ticked and sum of monthly sales was obtained by highlighting the sales column, clicked on the quick analysis icon, **totals option**, then **sum**

Product	Total sales
Bornvita	510600
Rice Bag	5984000
Orange Juice	245500
Milo	619500
Milk	256,600

❖ How Many Distinct Products do Mr. Chukws sells? 5
Highlighted all the product name, copy and pasted in another column
Go to **Data tab, then remove duplicate, to have the unique product names**

❖ Which State has the highest Annual Sales = Lagos state
a. The data set was duplicated in another sheet and table was formed **(Ctrl + T).** In the state column, each state was ticked and sum of total sales was calculated for each state, highlight the total sales column, clicked on the quick analysis icon, **totals option**, then **sum**
b. Then, I used the **max function =MAX(L16:L21)**

❖ Which State has the lowest Annual Sales= Ekiti state
Step a in the previous question was maintained. Then, I used the **min function =MIN(L16:L21)**

❖ What was the total quantity of goods sold? **756**
Answer was obtained from the calculated sum of the column

❖ Which goods had the best sales based on quantity? Milo
a. Highlighted all the product name, copy and pasted in another column
Go to **Data tab, then remove duplicate, to have the unique product names.**
In the **product column**, each product was ticked and sum of quantity sold was gotten from the calculated sum of the column.

The chart

Total Sales/ Months

- ❖ what advice would you link to give to Mr. Chukws on which goods should be supply more based on your analysis.

Based on the dataset, rice is the highest preforming product in respect to sales revenue. He should distribute to more state and ensure steady supply.

He should also ensure he meets his customer demand in Milo, that is the most sold product in the store. He should make more customer relationship to know their preference and meet up with it