

Amazon Sales Excel Dashboard

Data :

Sheet 1 : Data consists of oversales of amazon products in different states and region of India in 2023. The data contains 10 columns and 10000 rows.

Date	SalesRep	Product	Unit	Price	Total Sales	City	State	Region	Day
01-01-2013	Isabel Cross	Nestle Aero Mint Potz	4	495	1980	Ranchi	Jharkhand	East	Tuesday
02-01-2013	Cecilia Manning	Nestle Smarties Pop-Up	2	438	876	Trivandrum	Kerala	South	Wednesday
02-01-2013	Isabel Cross	Nestle Maxibon Cookie	1	426	426	Ranchi	Jharkhand	East	Wednesday
02-01-2013	Shari Silva	Nestle Maxibon Cookie	2	260	520	Mysore	Karnataka	South	Wednesday
02-01-2013	Trevor Jones	Nestle Toffee Crumble	4	285	1140	Pune	Maharashtra	West	Wednesday
03-01-2013	Trevor Jones	Nestle Toffee Crumble	2	206	412	Pune	Maharashtra	West	Thursday
03-01-2013	Trevor Jones	Nestle Fab	3	222	666	Pune	Maharashtra	West	Thursday
04-01-2013	Max Rodgers	Nestle Milky Bar Stick	15	458	6870	Nagpur	Maharashtra	West	Friday
04-01-2013	Ruben Nunez	Nestle Rowntree Fruit Pastil	2	304	608	Shimla	Himachal Pradesh	North	Friday
04-01-2013	Salvador Bass	Nestle Rowntree Fruit Pastil	2	224	448	Goa	Goa	West	Friday
04-01-2013	Rachel Gomez	Nestle Kit Kat Cone	2	318	636	Delhi	Delhi	North	Friday
04-01-2013	Christina Fuller	Nestle Fab	2	165	330	Nagpur	Maharashtra	West	Friday
04-01-2013	Andrew Meyer	Nestle Aero Mint Potz	6	167	1002	Mumbai	Maharashtra	West	Friday
05-01-2013	Don Gonzales	Nestle Toffee Crumble	4	431	1724	Mysore	Karnataka	South	Saturday
05-01-2013	Ruben Nunez	Nestle Fab	3	342	1026	Srinagar	Jammu and Kashmir	North	Saturday
05-01-2013	Shari Silva	Nestle Rowntree Fruit Pastil	2	180	360	Mysore	Karnataka	South	Saturday
05-01-2013	Herman Williams	Nestle Fab	1	435	435	Darjeeling	West Bengal	East	Saturday
05-01-2013	Ruben Nunez	Nestle Smarties Pop-Up	19	193	3667	Ahmedabad	Gujarat	West	Saturday
05-01-2013	Beth Tucker	Nestle Rowntree Fruit Pastil	3	437	1311	Pune	Maharashtra	West	Saturday
05-01-2013	Marian Hill	Nestle Toffee Crumble	2	298	596	Trivandrum	Kerala	South	Saturday
05-01-2013	Carla McCormick	Nestle Smarties Pop-Up	1	247	247	Varanasi	Uttar Pradesh	North	Saturday
05-01-2013	Brooke Horton	Nestle Smarties Pop-Up	2	271	542	Nainital	Uttarakhand	North	Saturday
05-01-2013	Bethany Pena	Nestle Rolo Potz	3	297	891	Nagpur	Maharashtra	West	Saturday
06-01-2013	Rachel Gomez	Nestle Rolo Potz	2	253	506	Delhi	Delhi	North	Sunday
06-01-2013	Sylvester Morales	Nestle Smarties Pop-Up	1	298	298	Mumbai	Maharashtra	West	Sunday
07-01-2013	Kyle Carr	Nestle Rowntree Fruit Pastil	2	292	584	Delhi	Delhi	North	Monday
07-01-2013	Salvador Bass	Nestle Kit Kat Cone	1	491	491	Goa	Goa	West	Monday
07-01-2013	Trevor Jones	Nestle Rowntree Fruit Pastil	2	401	802	Pune	Maharashtra	West	Monday

Sheet 2 : Second sheet is final working . Which is calculation of over sales , like top products , top states , KPI's . With that we have to visualize this data which can be effective in decision making .

KPI's

Sales	Amount
Actual	₹ 1,02,26,625
Target	₹ 1,25,78,749
% Achieved	81%
Difference	19%

Units Sold	Amount
Actual	₹ 33,874
Target	₹ 36,923
% Achieved	92%
Difference	8%

# of Cities	Numbers
Actual	23
Target	28
% Achieved	82%
Difference	18%

Sales

Products	Units Sold
Nestle Smarties Pop-Up	5267
Nestle Fab	4375
Nestle Aero Mint Potz	4262
Nestle Milky Bar Stick	4153
Nestle Toffee Crumble	3586
Nestle Rowntree Fruit Pastil	3258
Nestle Rolo Potz	2498
Nestle Maxibon Cookie	2152
Nestle Kit Kat Cone	2101
Nestle Nobbly Bobbly	1253
Nestle Rowntree Screammers	969

State	Sales
Bihar	359030
Delhi	1764426
Goa	652865
Gujarat	685672
Himachal Pradesh	396905
Jammu and Kashmir	234890
Jharkhand	382835
Karnataka	811461
Kerala	642484
Maharashtra	1779810
Rajasthan	143611
Telangana	326784
Uttar Pradesh	460770
Uttarakhand	655124
West Bengal	929958

City	Total Sales
Agra	259971
Ahmedabad	517965
Bangalore	171788
Cochin	318710
Darjeeling	231032
Delhi	1764426
Durgapur	188769
Goa	652865
Hyderabad	326784
Jodhpur	143611
Kolkata	510157
Mumbai	643215
Mysore	639673
Nagpur	534082
Nainital	655124
Patna	359030
Pune	602513
Ranchi	382835
Shimla	396905
Srinagar	234890
Surat	167707
Trivandrum	323774
Varanasi	200799

Final Sheet : It consist of data visualization using graphs like line , bar , map, donut etc . Which can help client in decision making . It has different visualization like product wise sales , top selling cities , state wise sales .



