
ANALYSE DATA IN MODEL CAR DATABASE WITH MYSQL WORKBENCH

SUMMARY

Mint classic company has conducted data analysis using SQL, the analysis focus on some key finding which can help the company in optimizing various aspects of its business.

OBJECTIVE

1. Enhance Mintclassic company in making data driven decision making.
2. Identify product with excess inventory optimize warehouse usage.
3. Adjust pricing strategy in increasing sales.
4. Recognize valuable customer.
5. Analysis payment trend to improve cashflow management.

OUTCOMES

1. Identification of product with high inventory and low sales for inventory optimization
2. Warehouse review for consolidation or closure of inefficient warehouse
3. Recommendation for price adjustment on specific products to boost sales
4. Identification of values customers requiring special attention in sales efforts.
5. Performance evaluation of sales team member for appropriate recognition and training

NEXT STEPS

1. Implementation of recommendation to optimize inventory.
2. Warehouse review and necessary consolidation steps.
3. Adjustments of product price based on recommendations.
4. Development of more focused sales strategies for valuable customers.
5. Training and support for employee in need of sales performance improvement.