**PROBLEM STATEMANTS**

**KPI’s Requirement**

* **YTD Sales:** **Monitor year-to-dates sales to gauge the overall revenue performance over time.**
* **QTD Sales: Track Quarterly sales figures to identify sales trends and fluections.**
* **YTD Products Sold: Analyze the total number of products sold throughout the year to understand product movement.**
* **YTD Reviews: Keep tabs on year-to-date product reviews to assess customer feedback and satisfaction.**

**CHARTS REQUIREMENTS**

* **YTD Sales by Month (Line Chart): Visualize sales trends over time on a monthly basis to identify seasonal patterns and growth trends**
* **YTD Sales by Week (Column Chart):** **Display sales data on a weekly basis to pinpoint shorter-term fluctuations and performance insight**
* **Sales by Product Category (Text/Heat Map): Utilize a text or heat map visualization to provide a high-level overview of sales across different categories.**
* **Top 5 Products by YTD Sales (Bar Chart): Highlight the top-performing products based on year-to-date sales to focus on key revenue generators.**
* **Top 5 Product by YTD Review (Bar Chart): Identify the top-rated products by year-to-date reviews to understands customer preferences.**