HIGH LEVEL DOCUMENT FOR AMAZON SALES ANALYSIS

DATA OVERVIEW –

in this project we have amazon sales data which includes all information about sales like

Region ,country, item type ,Sales channel , order priority , order date ,order id , ship date ,unit sold , unit price , unite cost , total revenue , total profit

And from order date extract order month details

PURPOSE OF THE PROJECT

The purpose of the project is to find the key default in the sales system and using given data . why sales going down on the specific region and country also

Trying to find product overview that which product or item type is doing well or in which product we have to Improve to increase sales

PROJECT GOAL-

Goal of this project to increase sales , reduce cost and to increase profits,

Extract some insights to take decisions on business future plannig