



## **Data Analyst Intern Assignment**

[Heart It Out](#) is a mental health and well-being initiative that is committed to making mental healthcare accessible to 1.5 billion people across India.

As a Data Analyst Intern at Heart It Out, your role is to bring data for decision making.

For your assignment, you have to complete the following **3** tasks.

### **1) Write SQL queries which will return:**

- a. The number of employees who have been department managers.
- b. The number of employees who have only worked in one department.
- c. The department who has had the most number of managers.
- d. The age group which has the highest average salary.
- e. All the rows of the 'manager' table twice.

### **2) Create a Dashboard showing the following charts:**

- a. Number of people hired every year.
- b. Number of total managers in each department.
- c. Average salary of each department.
- d. Number of employees between the ages of 21 to 30 at the time of hiring of each gender.

The sample data for the SQL and Dashboard assignment is the same, in the form of a database. Find the database [here](#).

For creating the dashboard, using Google Data Studio is encouraged but you can use a platform of your choice too (the choice of platform won't affect your evaluation).

### **3) Excel Assignment:**

A company named Square Hub is selling 2 variants of its product, Product A and Product B, in a chain XYZ which has 479 stores, PAN India. The prices for these products are:

- Product A: ₹599
- Product B: ₹799

To drive sales within stores, Square Hub declared a quarterly incentive plan for the Store Staff, Store Manager, Area Manager and General Manager.

They all will earn incentive for each sale based on the following plan:



Incentive Plan				
General Manager	Incentive Amt	Earn Rs 10000 for every 1500 units		Incentive capping@ Rs 1,20,000
		Earn an additional 10,000 if avg sale per store is 125+ at month end	Earn an additional 20,000 if avg sale per store is 150+ at month end	
Area Manager	Incentive Amt	Earn Rs 5000 for every 200 units		Incentive capping@ Rs 1,00,000
		Earn an additional 5,000 if avg sale per store is 100+ at month end	Earn an additional 10,000 if avg sale per store is 150+ at month end	
Store Manager	Incentive Amt	>=50% Product B contribution	<50% Product B contribution	Incentive capping@ Rs 25000
		Earn Rs 1100 for every 30 units	Earn Rs 1000 for every 30 units	
Staff	Product	Product A	Product B	
	Incentive Per Unit	₹ 35	₹ 70	

**Note:**

- **Average Sale Per Store** refers to the average number of units sold by the stores under each Area Manager/General Manager.  
For example, if a General Manager has 50 stores under them and the stores have sold 10,000 units combined, the average sale per store is 200 units.
- **% Product B Contribution** refers to the percentage contribution of Product B in the total sales.  
For example, if a store had total sales of ₹1,00,000 out of which ₹65,000 was from Product A and ₹35,000 was from Product B, the percentage contribution of Product B is 35%.

For the assignment, calculate the following:

- Total incentive payout for:
  - Each General Manager,
  - Each Area Manager and
  - Store Managers of the top 10 stores according to the total sales.
- Percentage of revenue that was incentives.

The sample data for the Excel assignment is in the form of a spreadsheet, which can be found [here](#).

The spreadsheet has two sheets:

- 1) **Sales Data:** This sheet has the daily sales data from each store for the month of October '21.
- 2) **Master Data:** This sheet has the information regarding the location, Store Manager, Area Manager, General Manager of all the 479 stores.



**General Guidelines:**

- Submission Format:
  - For the SQL task, please submit all the queries in one .sql file.
  - For the Dashboard and Excel task, if you're using a cloud platform, please attach the link to the file. If you're using an on-device platform, please attach the file.
- You will have 3 days to submit the assignment after you've received it.
- You will be graded for every section of the assignment you complete successfully and the top scoring candidates will be shortlisted for the final round.

Please reach out to us over email, call or message if you have any questions.

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