

# Sales and profits

Total Sales

227,19 млн

Total Cost

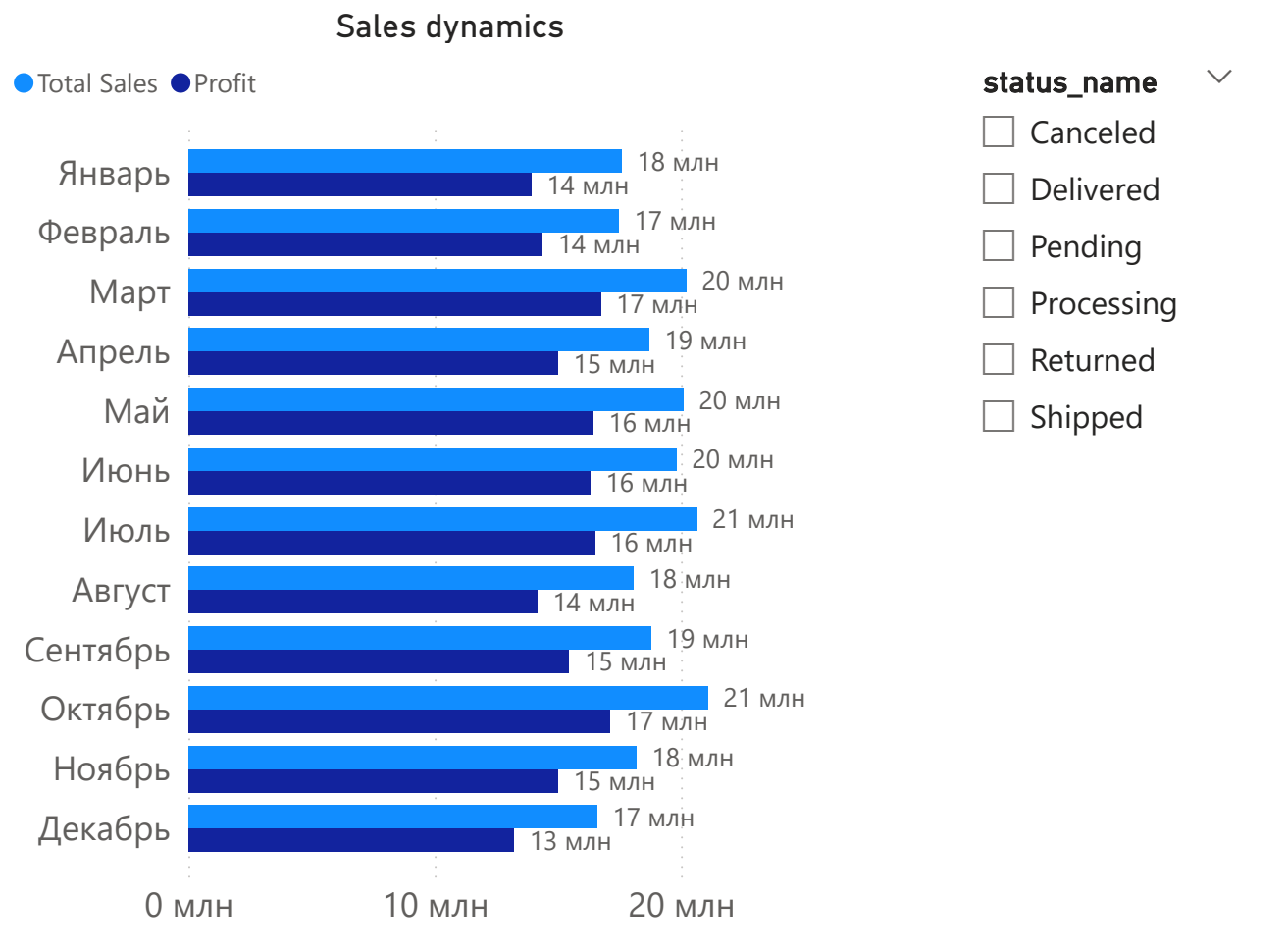
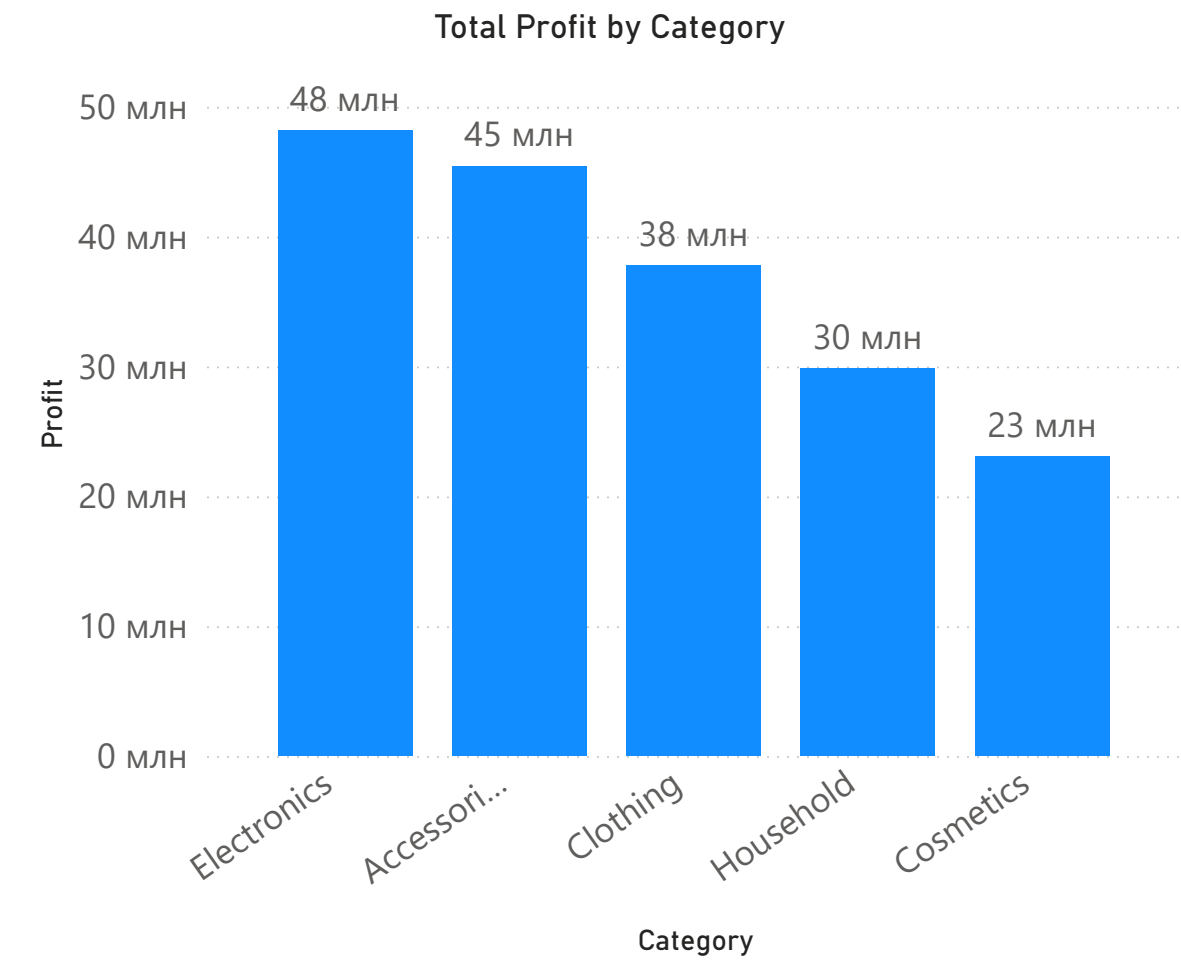
43,01 млн

Profit

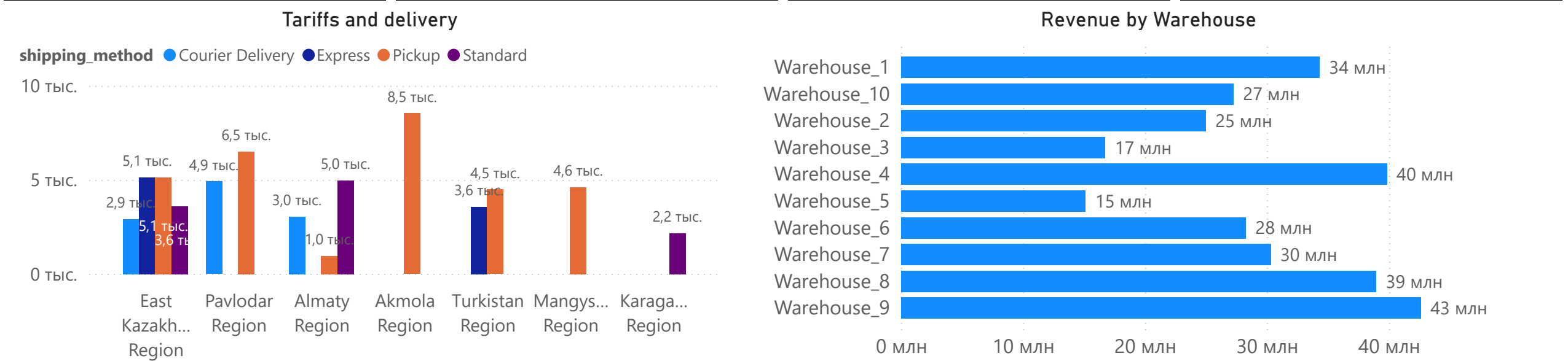
184,19 млн

Profit Margin %

81,07%



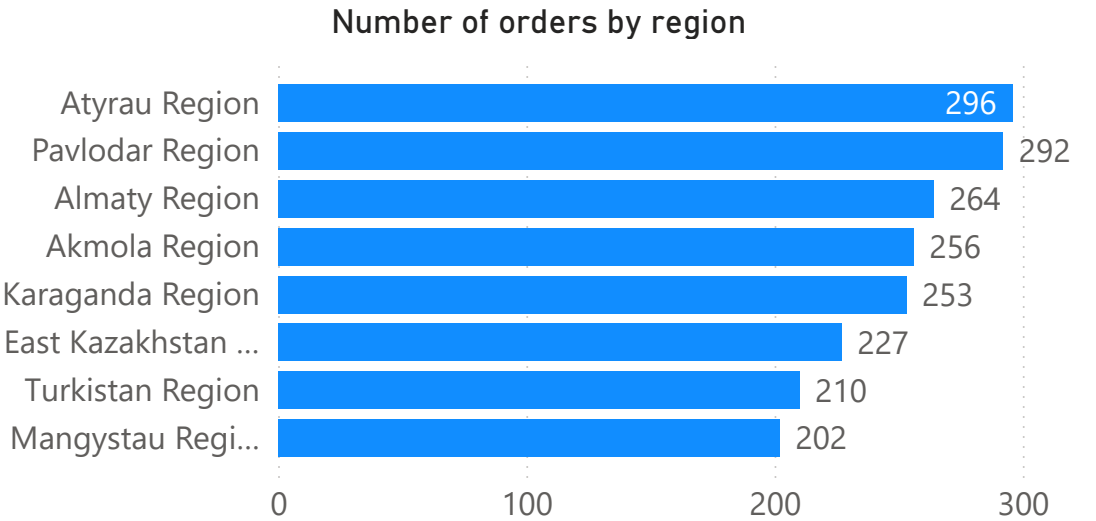
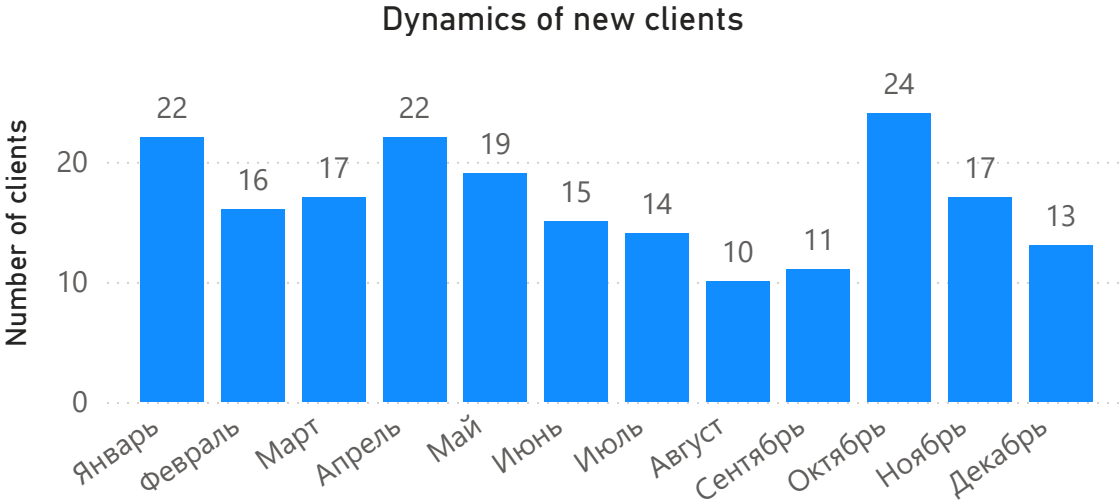
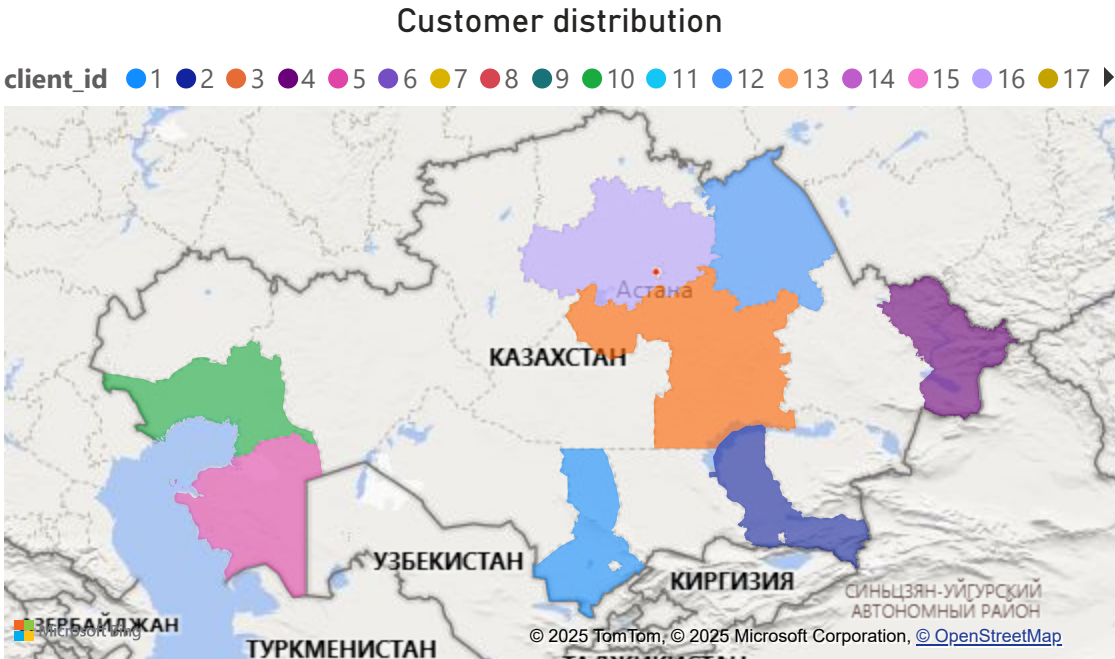
Total Sales 227,19 МЛН	Total Cost 43,01 МЛН	Profit 184,19 МЛН	Profit Margin % 81,07%
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	Leftovers in warehouses									
item_name	Warehouse_1	Warehouse_10	Warehouse_2	Warehouse_3	Warehouse_4	Warehouse_5	Warehouse_6	Warehouse_7	Warehouse_8	Warehouse_9
Across Basic	367		304	260	695	376	374	371	9	
Allow Plus		62	552				579		339	
Apply Basic	950	864				242	327	61	306	
Bank Pro	295	1198	47		199	302			696	
Beat Max			630	945					96	
Bcero	10895	15271	14586	15832	9978	10593	11336	10179	11825	

# Clients and region

Total Sales	Total Cost	Profit	Profit Margin %
227,19 МЛН	43,01 МЛН	184,19 МЛН	81,07%



113,60 ТЫС. 17,00%

Average Order Value Returns %

region, order\_date

Все

# Employees and efficiency

Total Sales

227,19 МЛН

Total Cost

43,01 МЛН

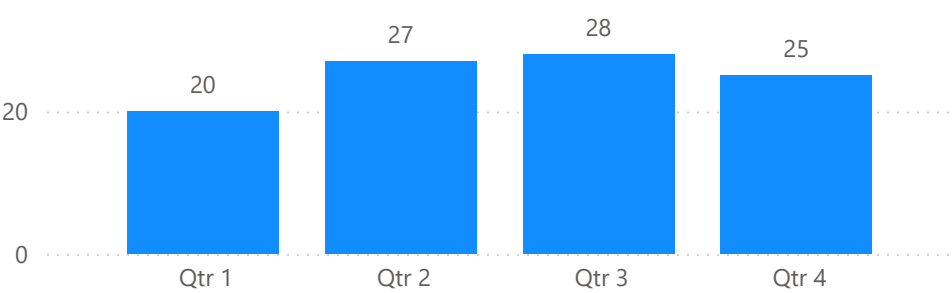
Profit

184,19 МЛН

Profit Margin %

81,07%

Employee recruitment dynamics

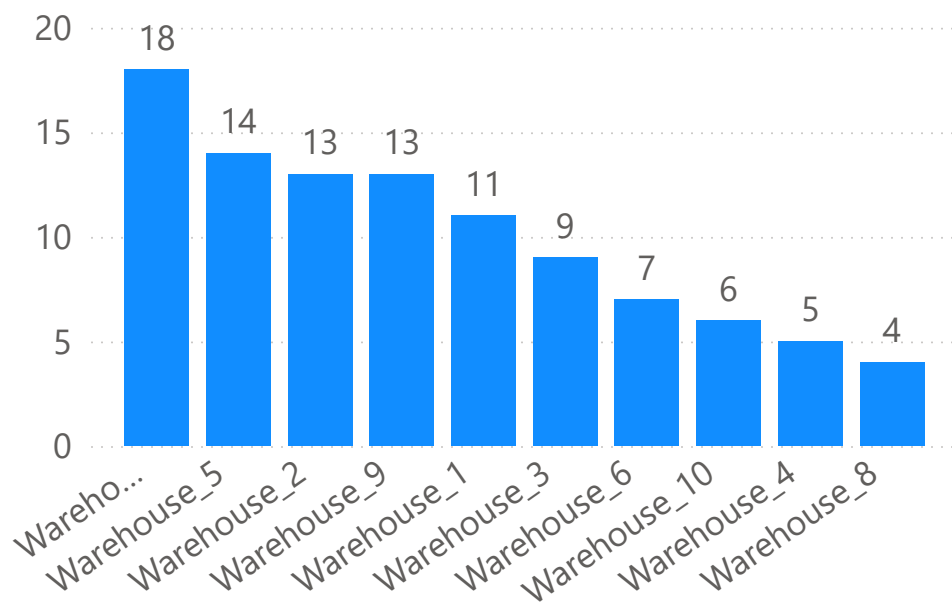


2,98 МЛН

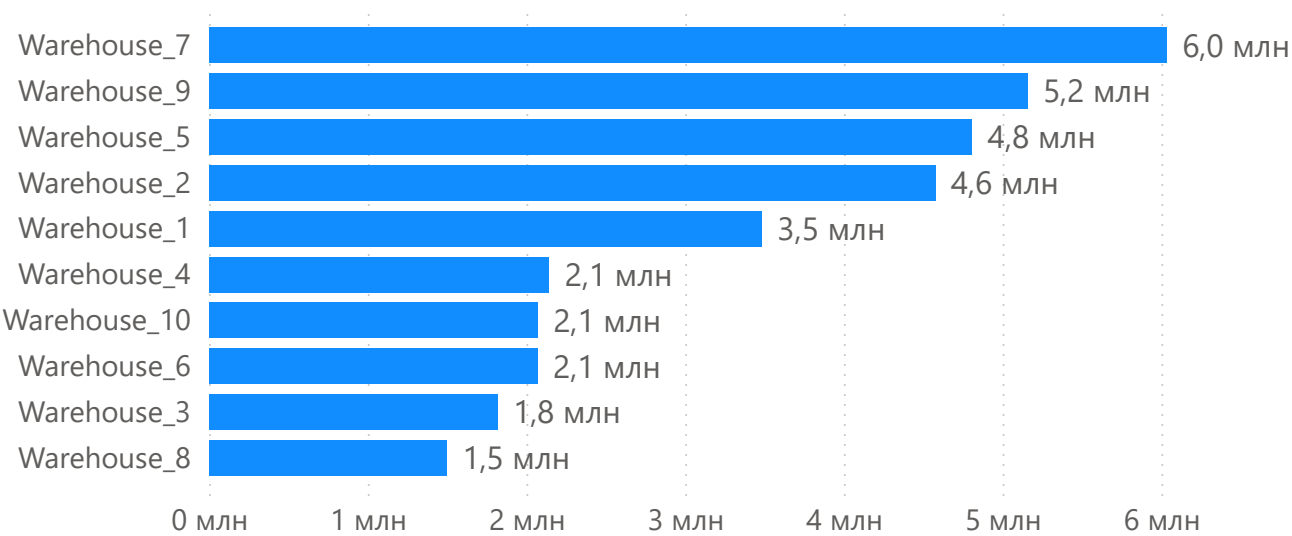
Revenue per employee

- position, warehouse\_name
- ☐ Accountant
  - ☐ Analyst
  - ☐ Courier
  - ☐ Manager
  - ☐ Sales Representative
  - ☐ Warehouse Clerk

Number of warehouse employees



Total salary fund for warehouses





# Report

Total Sales

227,19 МЛН

Total Cost

43,01 МЛН

Profit

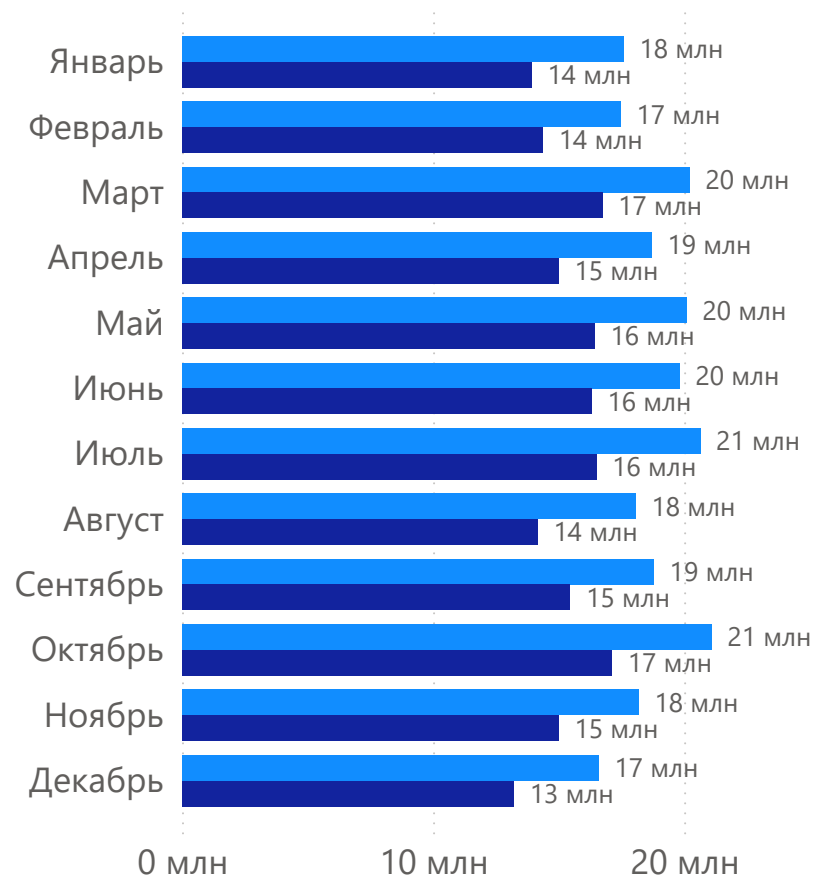
184,19 МЛН

Profit Margin %

81,07%

Sales dynamics

● Total Sales ● Profit



1) Overall as it can be seen from the Bar chart on the list named "Sales and Profit" Cosmetics is the category we have the least profit from. The Bar chart from the list named "Clients and regions" illustrates us that the Mangystau Region is the one who has fewest interest in orders ( it only shows the 202 as amount of orders).

2) As it's shown on the "Logistics and warehouses" list the Pick Up method is the most usable. With usage by 5 regions out of 6 and total amount about 30.2 thousand (that makes almost 50% of all the delivery methods). The minimum amount of delivery about 8.7 thousand belongs to Express method (it only takes 1.5% of the overall amount).

3) One of the most important aspects is the "Returns" question. In general it takes 17% with the total of 44.5 million. The leader among categories is the Electronics with the sum equal to 9.7 million.

4) October is the month with the greatest amount of Total sales and Profit throughtout the year. It is also the month when new clients are more likely to get started with our orders. As far as September demonstrates us the second place of returns it's clear that leftovers in the warehouses may even be enough and may not be updated.