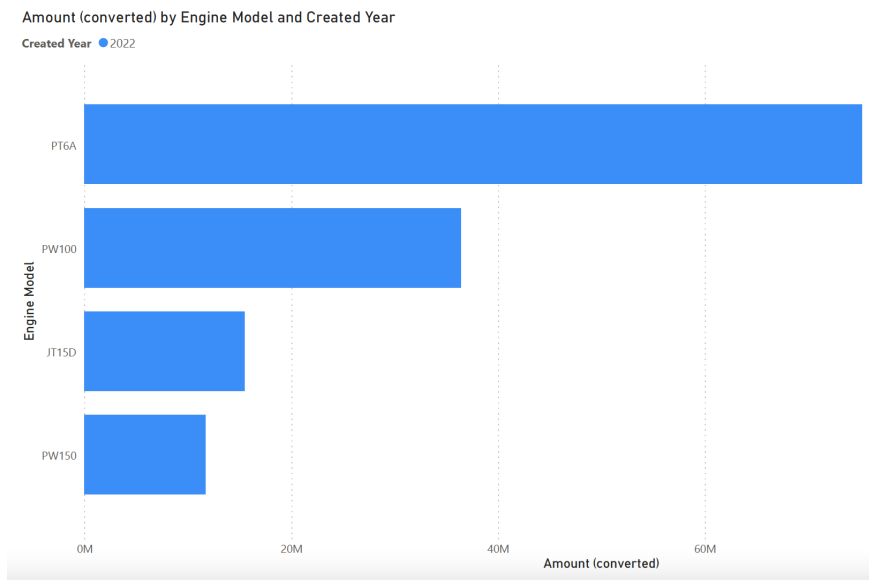


- 1) Prepare a Revenue Forecast Report for 2022 by Quarter per 'Engine Model' (JT15D, PT6A, PW100, and PW150) by 'Stage'. Use the 'Amount (Converted)' column for the revenue amount and the 'Induction Quarter' for quarterly split.

The visualisations are done by using Power BI

- 1) For the year 2022, the engine models made are:



- 2) Engine model by stage, Amount converted and Induction Quarter

Quick summary

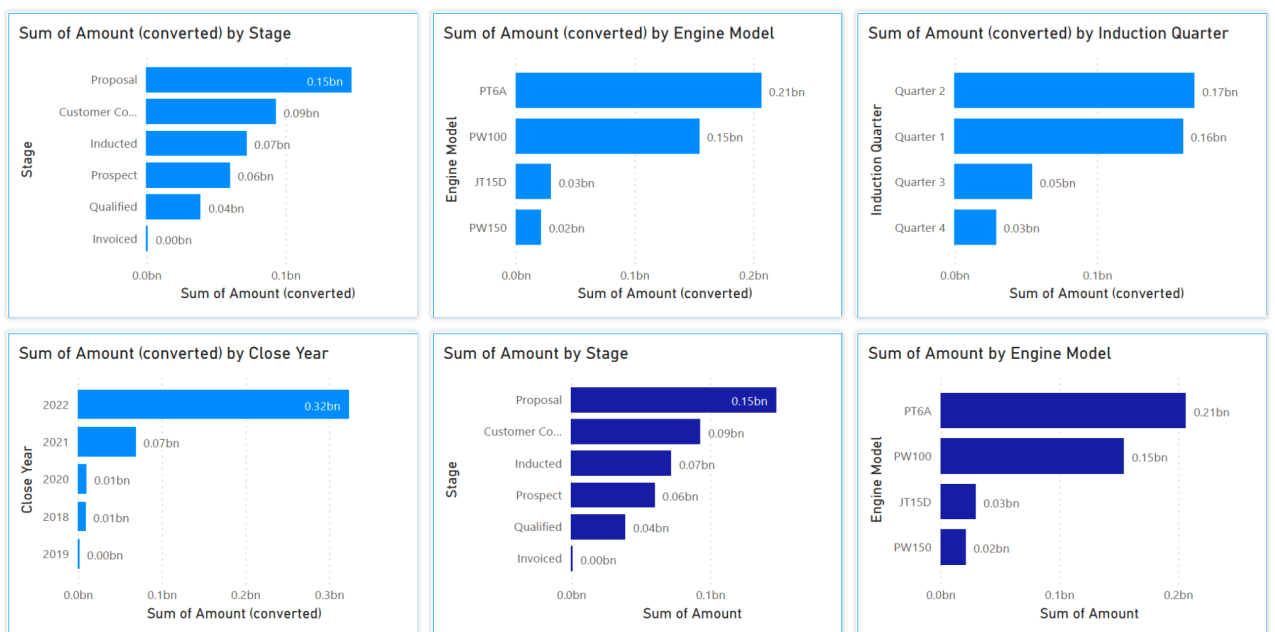
Sales Ops Analyst Take Home Questions

410,874,965.03

Sum of Amount (convert...

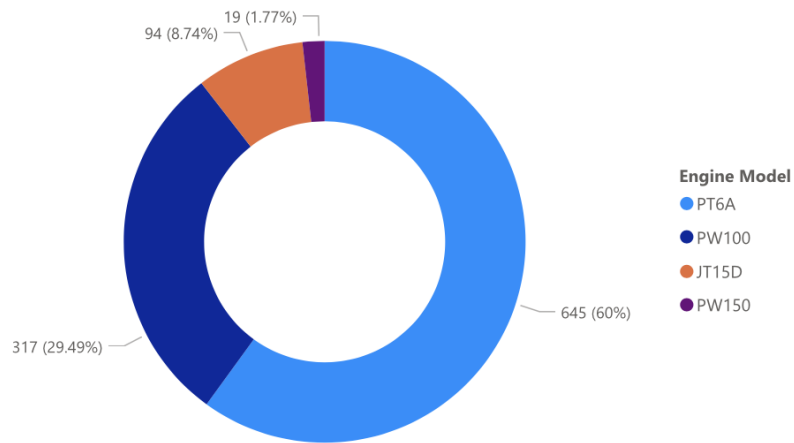
410,874,965.03

Sum of Amount



### 3) Engine Model by Induction Quarter

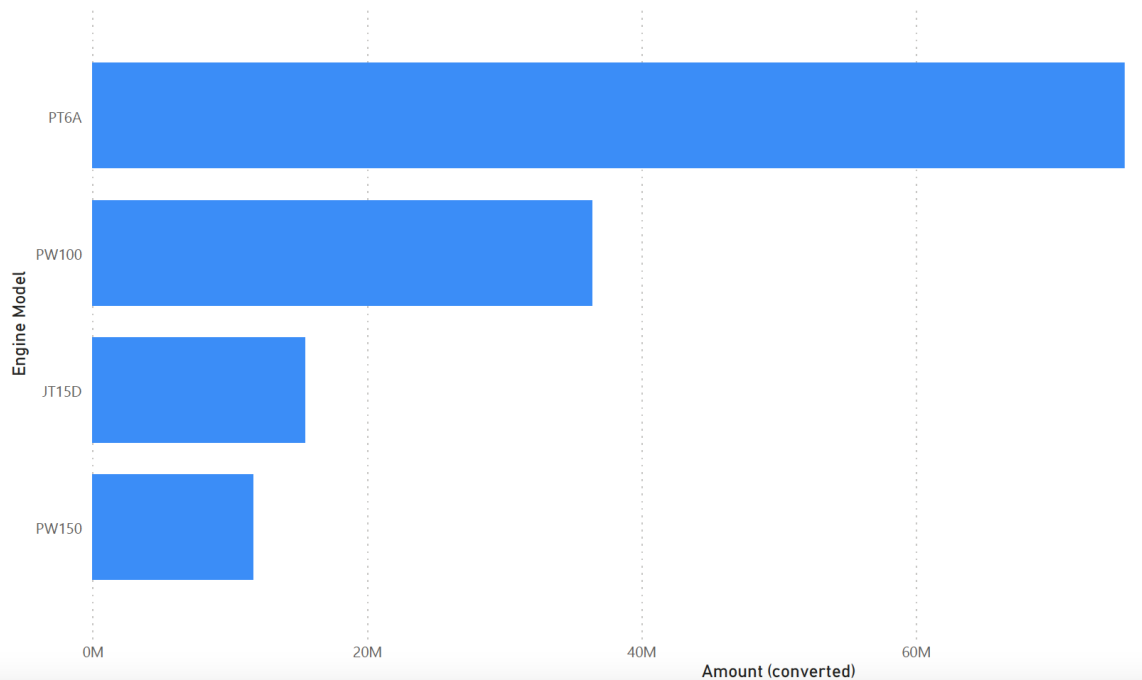
Count of Induction Quarter by Engine Model



### 4) For 2022, the engine models grossed a revenue of the following respectively

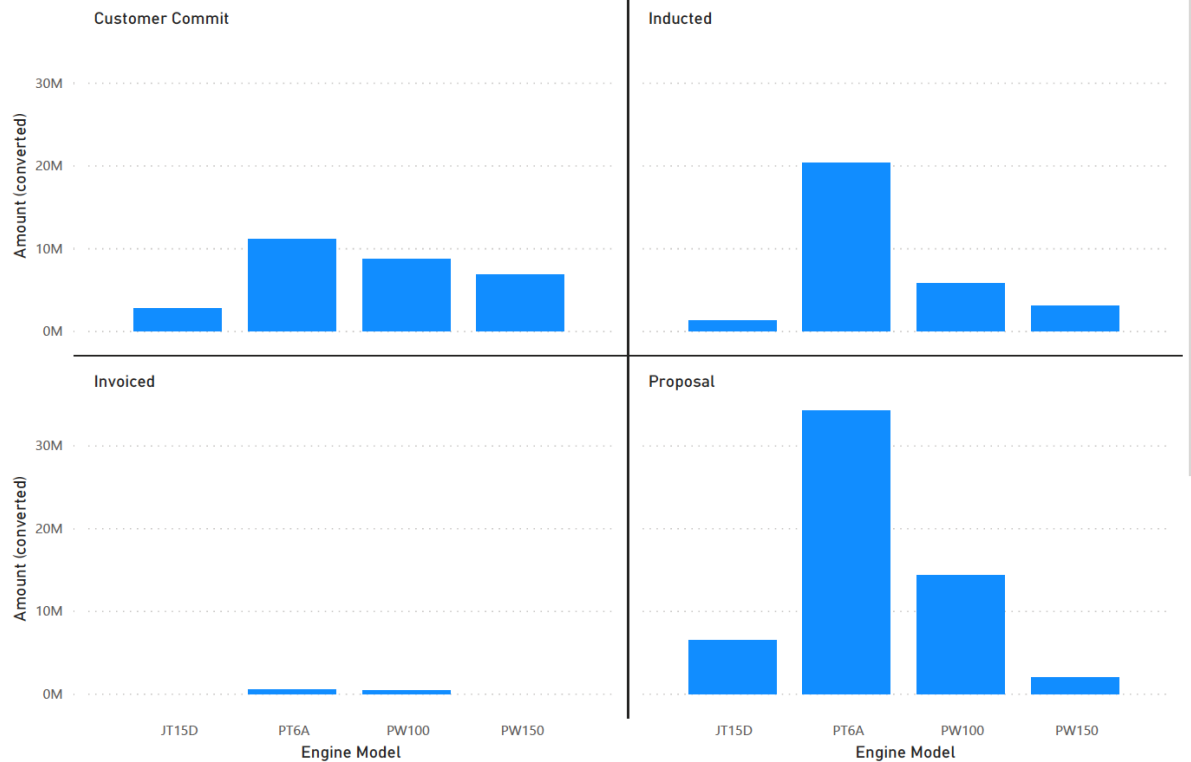
Amount (converted) by Engine Model and Created Year

Created Year ● 2022



## Amount (converted) by Engine Model, Created Year and Stage

Created Year ● 2022



2) Complete an Induction Summary for each 'Location' by month for all product lines (does not need to be segregated). Use the 'Induction Month' column for the month and use the 'Opportunity ID' column as the count.

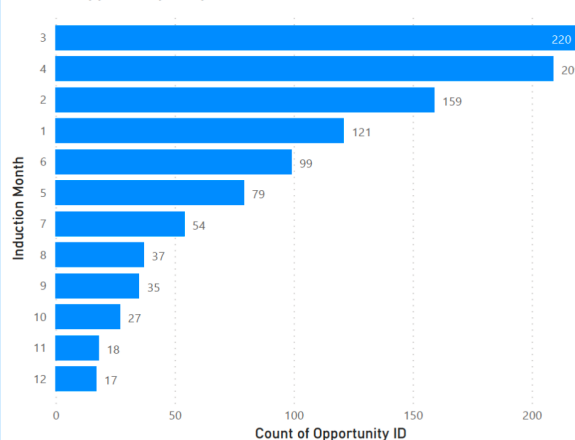
### Quick summary

Sales Ops Analyst Take Home Questions

1075

Count of Opportunity ID

#### Count of Opportunity ID by Induction Month

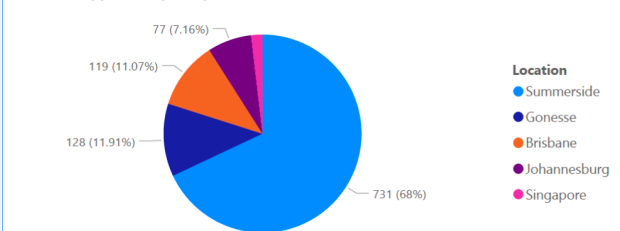


At 220, 3 had the highest Count of Opportunity ID and was 1,194.12% higher than 12, which had the lowest Count of Opportunity ID at 17.

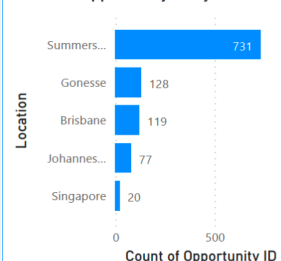
3 accounted for 20.47% of Count of Opportunity ID.

Across all 12 Induction Month, Count of Opportunity ID ranged from 17 to 220.

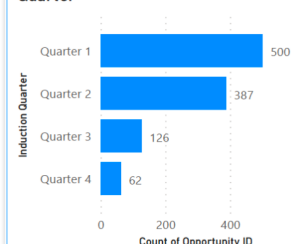
#### Count of Opportunity ID by Location



#### Count of Opportunity ID by Location



#### Count of Opportunity ID by Induction Quarter



3) Create a report for the top 10 Sales performers for ‘Opportunity Owners’ identifying which ‘Engine Model’ they are most successful in. Use ‘Amount (Converted)’ column for the revenue amount.

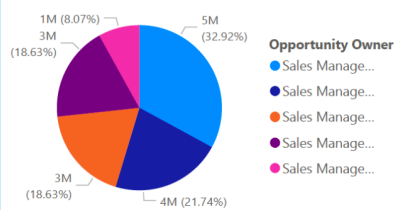
Quick summary  
Table

510  
Sum of Committed TAT (...)

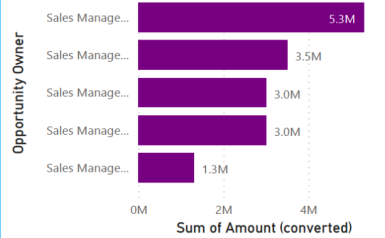
16100000  
Sum of Amount (convert...

36  
Sum of Induction Month

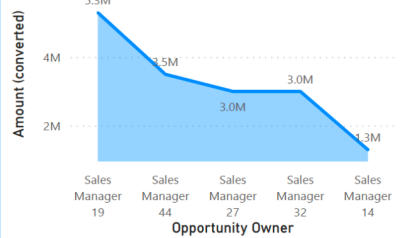
Amount (converted) by Opportunity Owner



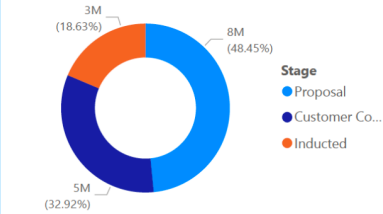
Sum of Amount (converted) by Opportunity Owner



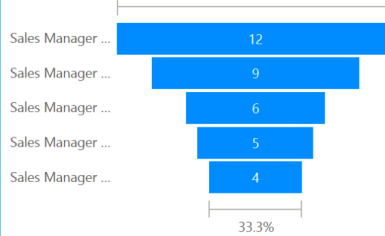
Amount (converted) by Opportunity Owner



Sum of Amount (converted) by Stage



Sum of Induction Month by Opportunity Owner



Sum of Committed TAT (days) by Opportunity Owner

