

# Weekly Sales Report

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## Analytical Query I: Top Five Sales Reps by Year

Table 1: Top Five Sales Representatives by Year

year	rep_name	total_sales
2020	Walison da Silva	4554380
2020	Aneeta Kappoorthy	3034876
2020	Lynette McRowe	2709450
2020	Prasad Patel	2603186
2020	Helmut Schwab	1498402

## Analytical Query II: Total Sales Per Product Per Quarter

Table 2: Total Sales Per Product Per Quarter

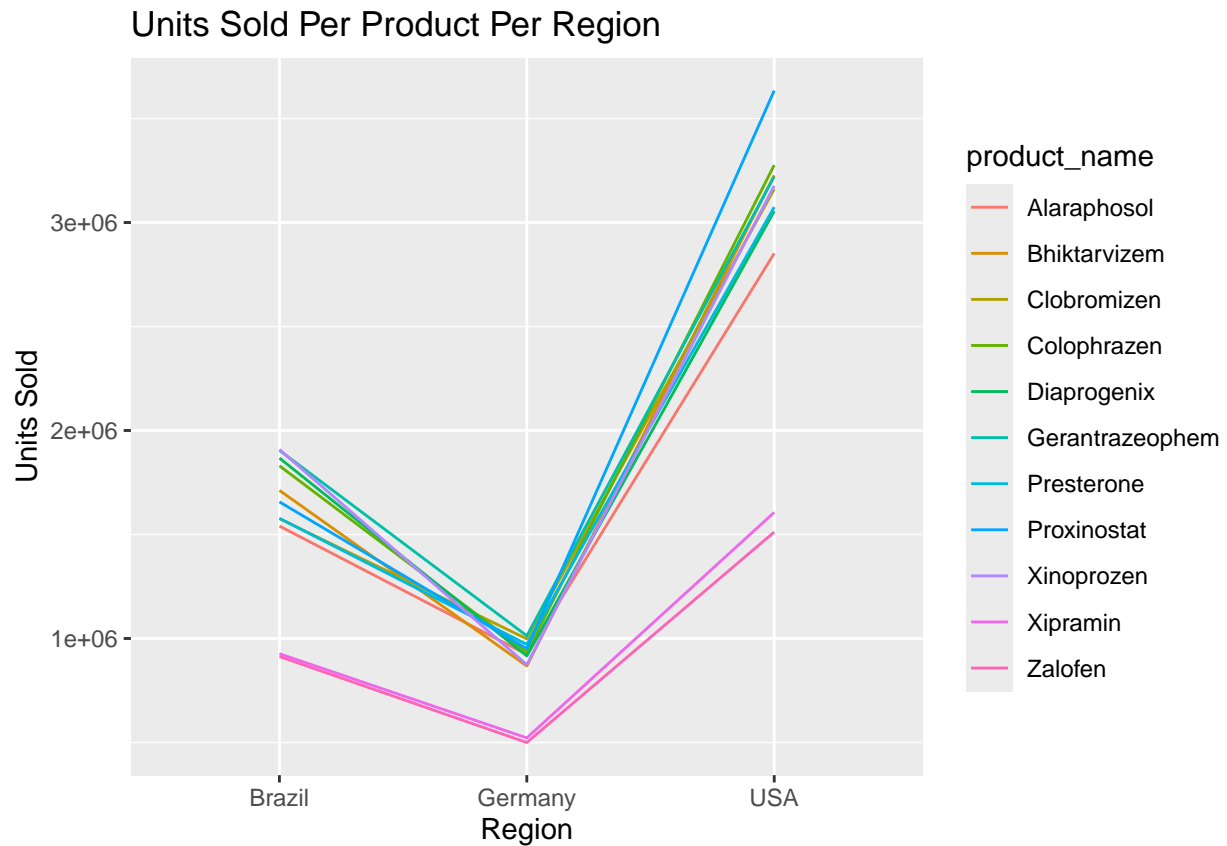
year	quarter	product_name	total_sales
2020	1	Alaraphosol	372232
2020	1	Bhiktarvizem	1275939
2020	1	Clobromizen	420336
2020	1	Colophrazen	315987
2020	1	Diaprogenix	14924
2020	1	Gerantrazeophem	604758
2020	1	Presterone	373100
2020	1	Proxinostat	1006845
2020	1	Xinoprozen	872508
2020	1	Xipramin	103320
2020	1	Zalofen	6825000
2020	2	Alaraphosol	320068
2020	2	Bhiktarvizem	1782522
2020	2	Clobromizen	728784
2020	2	Colophrazen	485604
2020	2	Diaprogenix	18900
2020	2	Gerantrazeophem	951643
2020	2	Presterone	429100
2020	2	Proxinostat	892892
2020	2	Xinoprozen	1079778
2020	2	Xipramin	170856
2020	2	Zalofen	9090900

year	quarter	product_name	total_sales
2020	3	Alaraphosol	397348
2020	3	Bhiktarvizem	1899009
2020	3	Clobromizen	611856
2020	3	Colophrazen	489048
2020	3	Diaprogenix	17696
2020	3	Gerantrazeophem	769692
2020	3	Presterone	445200
2020	3	Proxinostat	693084
2020	3	Xinoprozen	1255464
2020	3	Xipramin	157752
2020	3	Zalofen	8108100
2020	4	Alaraphosol	243432
2020	4	Bhiktarvizem	1178415
2020	4	Clobromizen	493920
2020	4	Colophrazen	437388
2020	4	Diaprogenix	15288
2020	4	Gerantrazeophem	637483
2020	4	Presterone	326200
2020	4	Proxinostat	721182
2020	4	Xinoprozen	870534
2020	4	Xipramin	129528
2020	4	Zalofen	7098000
2021	1	Alaraphosol	508116
2021	1	Bhiktarvizem	2427264
2021	1	Clobromizen	764064
2021	1	Colophrazen	783510
2021	1	Diaprogenix	23100
2021	1	Gerantrazeophem	1263185
2021	1	Presterone	368900
2021	1	Proxinostat	1504804
2021	1	Xinoprozen	2285892
2021	1	Xipramin	275688
2021	1	Zalofen	8736000
2021	2	Alaraphosol	745752
2021	2	Bhiktarvizem	2952810
2021	2	Clobromizen	1068480
2021	2	Colophrazen	1028895
2021	2	Diaprogenix	24976
2021	2	Gerantrazeophem	1682065
2021	2	Presterone	920500
2021	2	Proxinostat	1753003
2021	2	Xinoprozen	2025324
2021	2	Xipramin	261072
2021	2	Zalofen	17690400
2021	3	Alaraphosol	632408
2021	3	Bhiktarvizem	3058461
2021	3	Clobromizen	1185408
2021	3	Colophrazen	1028034
2021	3	Diaprogenix	30520
2021	3	Gerantrazeophem	1687301
2021	3	Presterone	791700
2021	3	Proxinostat	1926274

year	quarter	product_name	total_sales
2021	3	Xinoprozen	2041116
2021	3	Xipramin	301896
2021	3	Zalofen	16871400
2021	4	Alaraphosol	524860
2021	4	Bhiktarvizem	2849868
2021	4	Clobromizen	1047312
2021	4	Colophrazen	953988
2021	4	Diaprogenix	32088
2021	4	Gerantrazeophem	1320781
2021	4	Presterone	620900
2021	4	Proxinostat	2021495
2021	4	Xinoprozen	1883196
2021	4	Xipramin	198576
2021	4	Zalofen	16161600
2022	1	Alaraphosol	216384
2022	1	Bhiktarvizem	1189251
2022	1	Clobromizen	468720
2022	1	Colophrazen	348705
2022	1	Diaprogenix	13804
2022	1	Gerantrazeophem	486948
2022	1	Presterone	348600
2022	1	Proxinostat	839818
2022	1	Xinoprozen	805392
2022	1	Xipramin	145152
2022	1	Zalofen	5705700
2022	2	Alaraphosol	390264
2022	2	Bhiktarvizem	1362627
2022	2	Clobromizen	520128
2022	2	Colophrazen	581175
2022	2	Diaprogenix	16576
2022	2	Gerantrazeophem	773619
2022	2	Presterone	324800
2022	2	Proxinostat	842940
2022	2	Xinoprozen	1178478
2022	2	Xipramin	199584
2022	2	Zalofen	5296200
2022	3	Alaraphosol	303324
2022	3	Bhiktarvizem	1630818
2022	3	Clobromizen	606816
2022	3	Colophrazen	512295
2022	3	Diaprogenix	12992
2022	3	Gerantrazeophem	611303
2022	3	Presterone	369600
2022	3	Proxinostat	1050553
2022	3	Xinoprozen	1419306
2022	3	Xipramin	99792
2022	3	Zalofen	6470100
2022	4	Alaraphosol	236348
2022	4	Bhiktarvizem	866880
2022	4	Clobromizen	342720
2022	4	Colophrazen	465801
2022	4	Diaprogenix	12684

year	quarter	product_name	total_sales
2022	4	Gerantrazeophem	689843
2022	4	Presterone	305200
2022	4	Proxinostat	668108
2022	4	Xinoprozen	1089648
2022	4	Xipramin	156744
2022	4	Zalofen	6033300

### Analytical III: Units Sold Per Product Per Region

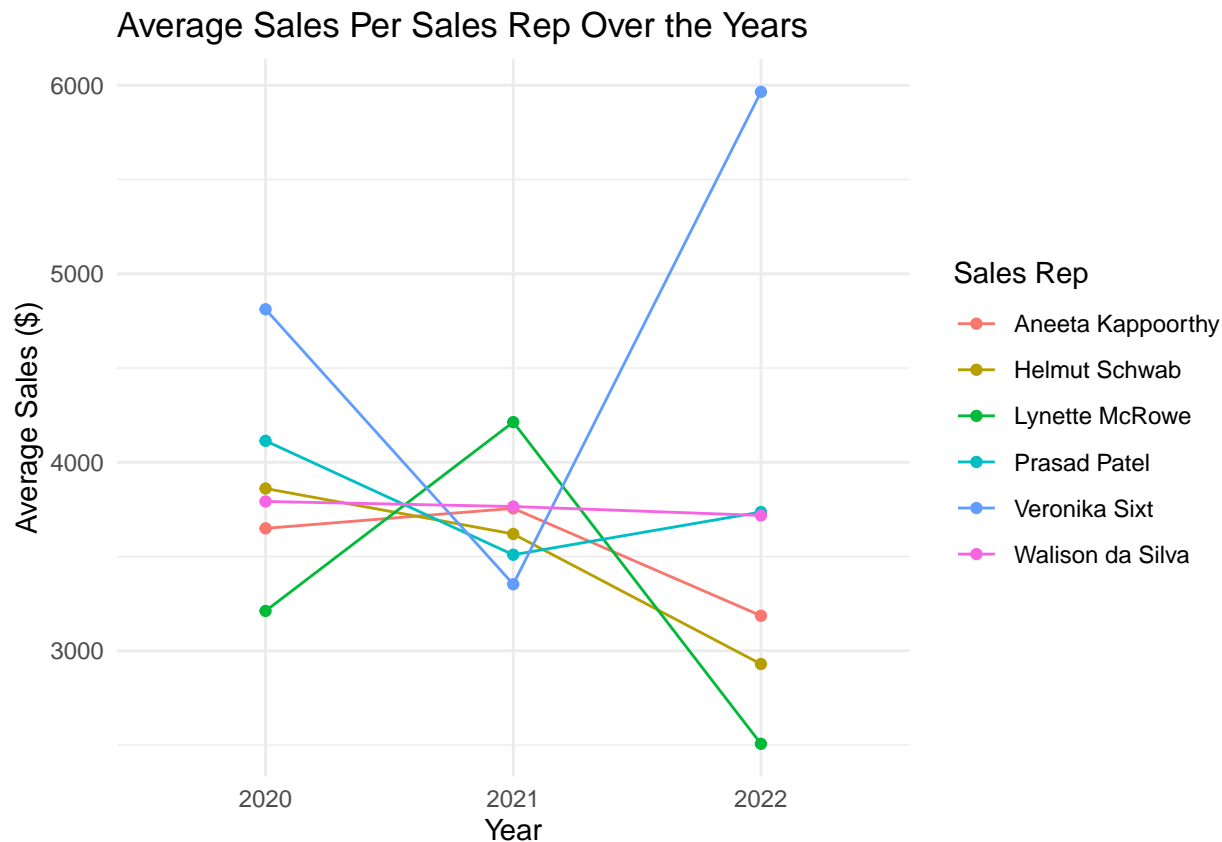


Explanation: The image displays a line graph titled “Units Sold Per Product Per Region.” The graph plots the units sold of different pharmaceutical products across three regions: Brazil, Germany, and the USA. Each product is represented by a unique color, with the product names listed in the legend on the right. From left to right, three points on the x-axis correspond to the three regions. The y-axis measures the number of units sold, ranging from 1 million to a little over 3 million units. All products seem to follow a similar trend:

- Fewer units sold in Brazil
- A significant drop in units sold in Germany
- A sharp increase in units sold in the USA

The lines connecting the points show the relative differences in units sold per product per region. Notably, there’s a dramatic increase in the number of products in the USA, suggesting a larger market size or higher demand in the USA compared to Brazil and Germany. Germany shows the lowest number of units sold among the three regions for all products.

## Analytical Query IV: Average Sales Per Sales Rep Over the Years



The line graph, titled “Average Sales Per Sales Rep Over the Years,” is a crucial tool for understanding the sales performance of our representatives. It represents the average sales in dollars achieved by different sales representatives over a period spanning from 2020 to 2022. As indicated in the legend on the right, each sales representative is represented by a different color. The x-axis represents time, with a fractional part of the year (e.g., 2020 indicates the midpoint of 2020), while the y-axis represents the average sales in dollars. Let’s delve into the insights this graph offers:

- The sales performance of each representative varies significantly over the years.
- Veronika Sixt (light blue line) shows a dramatic increase in average sales towards 2022, suggesting a significant performance improvement or a successful sales initiative.
- Conversely, Walison da Silva (magenta line) started with higher average sales in 2020 but showed a decreasing trend over the next two years.
- Aneeta Kappoorthy (red line) shows some fluctuations but ends slightly higher in 2022 than where they started in 2020.
- Other representatives show various trends of increases and decreases over the years with no consistent pattern across the group.