```sql
1  -----Information on Sales Persons
2
3  select *from[dbo].[Chocolate Chocolate]
4
5   ---Countries Covered by each sales person
6  select distinct Country, Sales_Person
7  from[dbo].[Chocolate Chocolate]
8  order by Sales_Person asc
9
10 --- Number of transactions by each sales person across countries
11 select Sales_Person,count(Country ) as                                      ⇀
     Total_Number_of_Transaction_Across_Countries
12 from[dbo].[Chocolate Chocolate]
13 group by Sales_Person
14 order by Sales_Person asc
15
16 ---Total revenue generated by sales person from total number of             ⇀
     transaction in each country
17 select Sales_Person,Country,count(Country)                                  ⇀
     Total_Transaction_per_Country,sum(Amount) as Total_Revenue_Per_Country
18 from[dbo].[Chocolate Chocolate]
19 group by Sales_Person,Country
20 order by Sales_Person asc
21
22 --- Total Revenue Generated by each sales person
23 select Sales_Person,sum(Amount) as Total_Revenue
24 from[dbo].[Chocolate Chocolate]
25 group by Sales_Person
26 order by Total_Revenue desc
27
28 --- Average revenue generated by each sales person
29 select sales_person,avg(Amount) as Average_Revenue
30 from[dbo].[Chocolate Chocolate]
31 group by sales_person
32 order by Average_Revenue desc
33
34 --- Maximum revenue generated by each sale person
35 select Sales_Person,max(amount) as Max_Revenue
36 from[dbo].[Chocolate Chocolate]
37 group by Sales_Person
38 order by Max_Revenue desc
39
40 ---Total boxes of product shipped by each sales persons
41 select sales_person,sum(boxes_shipped) as Total_Boxes_Shipped
42 from[dbo].[Chocolate Chocolate]
43 group by Sales_Person
44 order by Total_Boxes_Shipped desc
45
46 ---Total boxes shipped by each sales person to each country
```

```sql
47  select sales_person,Country,sum(Boxes_Shipped) as Total_Boxes_Shipped
48  from[dbo].[Chocolate Chocolate]
49  group by Sales_person,Country
50  order by Sales_Person asc
51
52  ---Total revenue generated by each sales person form each product shipped ⮧
       to each country
53  select sales_person,country,product,sum(boxes_shipped) as              ⮧
       Total_Boxes_Shipped,sum(Amount) as Revenue_By_Boxes_Shipped
54  from[dbo].[Chocolate Chocolate]
55  group by sales_person,country,product
56
57  ---Number of times each product was sold by each sale person
58  select Sales_Person, Product, count (product) as Total_Products_Sold
59  from[dbo].[Chocolate Chocolate]
60  group by Sales_Person, Product
61  order by Sales_Person asc
62
63  ---Total revenue generated from each product by each sales person
64  select Sales_Person,Product,sum(Amount) as Revenue_From_Each_Product
65  from[dbo].[Chocolate Chocolate]
66  group by Sales_Person,Product
67  order by Sales_Person asc
68
69  ---Monthly revenue performance by each sales person
70  select sales_person,month(Date) as Month, sum(Amount) Total_Revenue
71  from[dbo].[Chocolate Chocolate]
72  group by Sales_Person,month(Date)
73  order by Month,Total_Revenue desc
74
75  ---Quarterly revenue performance by each sales person
76  select sales_person,datepart(quarter,Date) as Quater, sum(Amount)      ⮧
       Total_Revenue
77  from[dbo].[Chocolate Chocolate]
78  group by Sales_Person,datepart(quarter,Date)
79  order by Quater,Total_Revenue desc
80
81  ---Total boxes shipped of each product by each sales person
82  select Sales_Person,Product,sum(Boxes_Shipped) as Total_Boxes_Shipped
83  from[dbo].[Chocolate Chocolate]
84  group by Sales_Person,Product
85  order by Sales_Person asc
86
87  ---Monthly performance of boxes shipped
88  select Sales_Person,month(Date) as Month,sum(Boxes_Shipped) as         ⮧
       Total_Boxes_Shipped
89  from[dbo].[Chocolate Chocolate]
90  group by Sales_Person,month(date)
91  order by month,Total_Boxes_Shipped desc
```

```sql
 92
 93  ---Quarterly performance of boxes shipped
 94  select Sales_Person,datepart(quarter,Date) as quater,sum(Boxes_Shipped)    ⏎
        as Total_Boxes_Shipped
 95  from [dbo].[Chocolate Chocolate]
 96  group by Sales_Person,datepart(quarter,Date)
 97  order by quater,Total_Boxes_Shipped desc
 98
 99  ---- KPI
100
101  ----Top 10 Performers revenue Generated
102
103  select top 10 Sales_Person,sum(Amount) as Revenue_Generated
104  from[dbo].[Chocolate Chocolate]
105  group by Sales_Person
106  order by Revenue_Generated desc
107
108  ----Bottom 10 poor performers revenue Generated
109  select  top 10 Sales_Person,sum(Amount) as Revenue_Generated
110  from[dbo].[Chocolate Chocolate]
111  group by Sales_Person
112  order by Revenue_Generated asc
113
114  ---- top 10 performers Boxes shipped
115  select top 10 Sales_Person,sum(Boxes_Shipped) as Total_Boxes_Shipped
116  from[dbo].[Chocolate Chocolate]
117  group by Sales_Person
118  order by Total_Boxes_Shipped desc
119
120  ----Bottom 10 Performers Boxes Shipped
121  select top 10 Sales_Person,sum(Boxes_Shipped) as Total_Boxes_Shipped
122  from[dbo].[Chocolate Chocolate]
123  group by Sales_Person
124  order by Total_Boxes_Shipped asc
125
126  ---- top 10 performers total transaction across countries
127  select top 10 Sales_Person,count(Country) as                              ⏎
        Total_Transaction_Across_Countries
128  from[dbo].[Chocolate Chocolate]
129  group by Sales_Person
130  order by Total_Transaction_Across_Countries desc
131
132  ---- Bottom 10 Performers Total transaction across countries
133  select top 10 Sales_Person,count(Country) as                              ⏎
        Total_Transaction_Across_Countries
134  from[dbo].[Chocolate Chocolate]
135  group by Sales_Person
136  order by Total_Transaction_Across_Countries asc
137
```

```sql
138  -----Average revenue Greater than 5500 "Good Revenue" else "Bad Revenue"
139  ----- Top performeers avrage revenue valuation
140  select*from
141  (select Sales_Person,avg(Amount) as Average_Revenue
142  from[dbo].[Chocolate Chocolate]
143  group by Sales_Person)AVERAGE
144  where Average_Revenue>5500
145  order by Average_Revenue desc
146
147  ----- poor performers Avrage revenue valuation
148  select*from
149  (select Sales_Person,avg(Amount) as Average_Revenue
150  from[dbo].[Chocolate Chocolate]
151  group by Sales_Person)AVERAGE
152  where Average_Revenue<5500
153  order by Average_Revenue desc
154
155
156
```