

Leveraging Data to Optimize Sales

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Strategic Plan:

1. Merge sensor data with sales data into single dataset
2. Perform exploratory analysis to derive insights
3. Develop time series models to predict future sales
4. Incorporate storage temperature and stock levels as predictor variables
5. Fine-tune models for optimal accuracy
6. Productionize top model into planning processes
7. Monitor performance and re-train models periodically

The main data sources are the sales, storage temperature, and stock level tables. By connecting these datasets using the common columns, we can identify issues and opportunities to enhance sales performance.