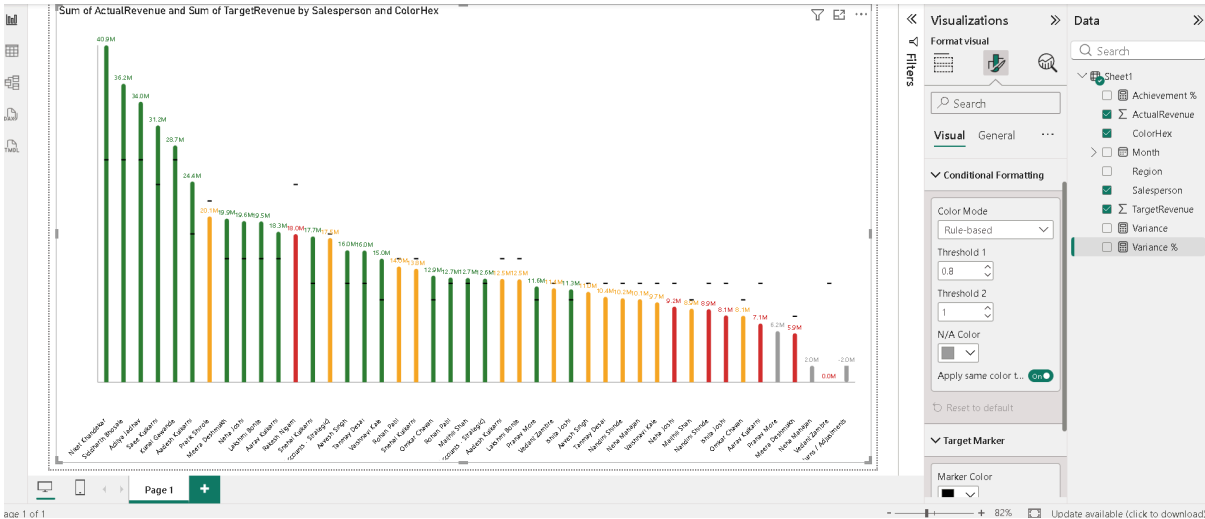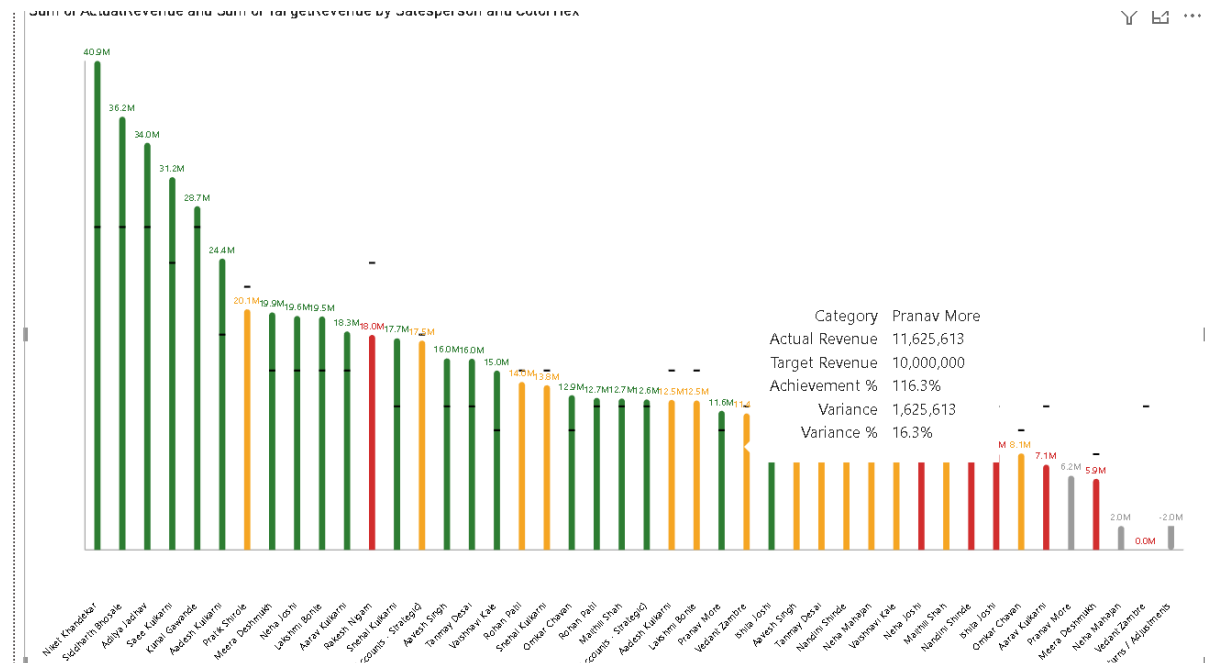## Salesperson Performance — Actual vs Target

Custom Power BI visual displaying Actual Revenue per salesperson with per-category target markers. Bars use rounded top corners for positive values and conditional coloring based on achievement thresholds.
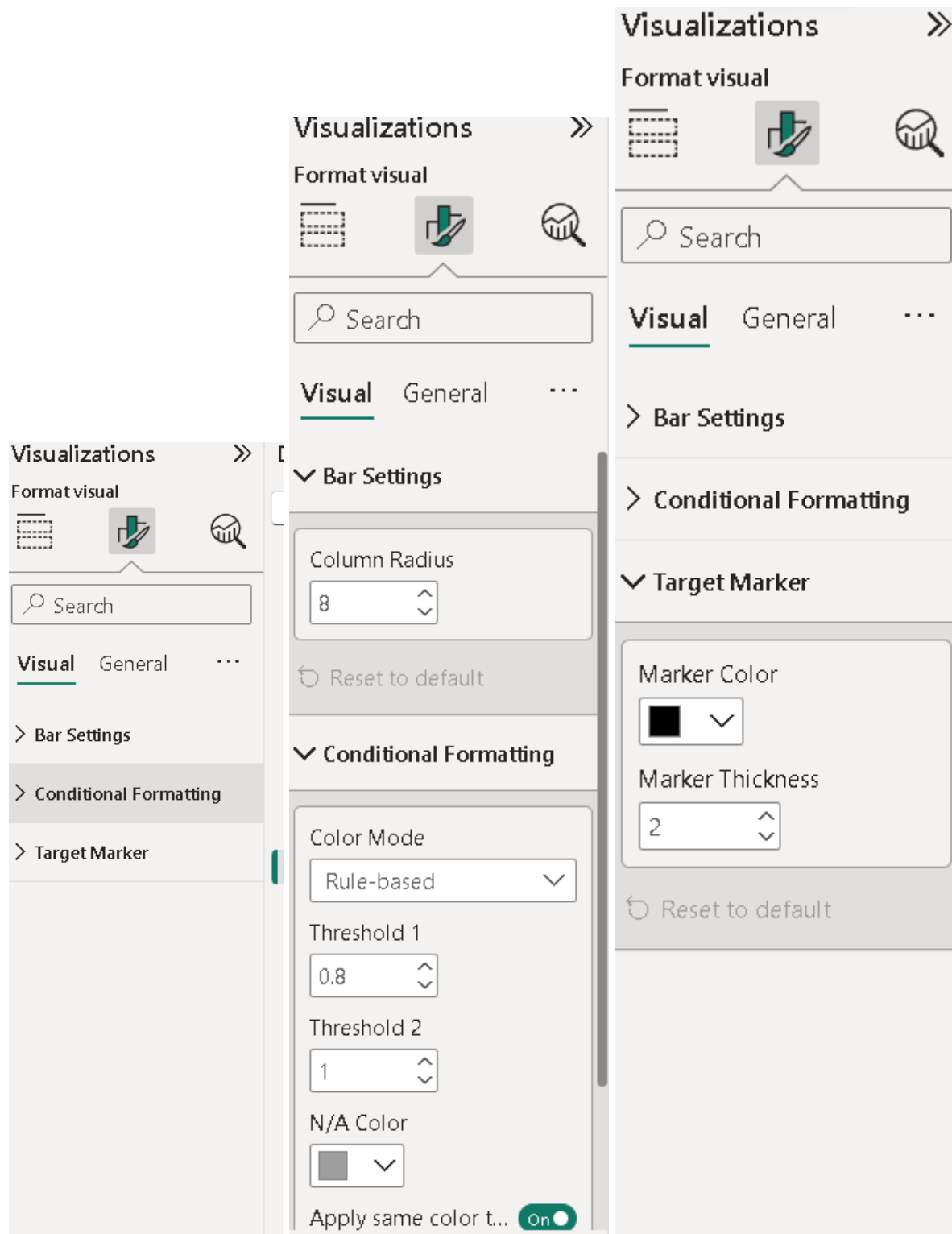

Interactive Tooltip with Performance Metrics

Tooltip showing Actual Revenue, Target Revenue, Achievement %, and Variance (absolute and %) for each salesperson, enabling quick business insight on hover.

Formatting Pane — Visual Customization

Formatting options allowing control over column radius, conditional formatting thresholds (red/amber/green), target marker styling, and data label coloring.

Region-Level Performance Analysis

Same custom visual reused with Region as the category, demonstrating reusability, scalability, and consistent behavior across different categorical dimensions.