

PROBLEM STATEMENT

DASHBOARD 1: OVERVIEW

KPI's Requirement

1. Sales Overview:

- Year-to-Date (YTD) Total Sales
- Month-to-Date (MTD) Total Sales
- Year-over-Year (YOY) Growth in Total Sales
- Difference between YTD Sales and Previous Year-to-Date (PTYD) Sales

2. Average Price Analysis:

- YTD Average Price
- MTD Average Price
- YOY Growth in Average Price
- Difference between YTD Average Price and PTYD Average Price

3. Cars Sold Metrics:

- YTD Cars Sold
- MTD Cars Sold
- YOY Growth in Cars Sold
- Difference between YTD Cars Sold and PTYD Cars Sold

PROBLEM STATEMENT

DASHBOARD 2: DETAILS

Chart's Requirement

- 1. YTD Sales Weekly Trend:** Display a line chart illustrating the weekly trend of YTD sales. The X-axis should represent weeks, and the Y-axis should show the total sales amount.
- 2. YTD Total Sales by Body Style:** Visualize the distribution of YTD total sales across different car body styles using a Pie Chart.
- 3. YTD Total Sales by Color:** Present the contribution of various car colors to the YTD total sales through a Pie Chart.
- 4. YTD Cars Sold by Dealer Region:** Showcase the YTD sales data based on different dealer regions using a map chart to visualize the sales distribution geographically.
- 5. Company-Wise Sales Trend in Grid Form:** Provide a tabular grid that displays the sales trend for each company. The grid should showcase the company name along with their YTD sales figures.
- 6. Details Grid Showing All Care Sales Information:** Create a detailed grid that present all relevant information for each car sale, including car model, body style, color, sales amount, dealer region, date, etc.

PROBLEM STATEMENT

DASHBOARD 2: DETAILS

1. Create a Grid View dashboard displaying a table of all details in Power BI.
2. This should allow a user to export the grid for various filters applied.

DASHBOARD

CAR SALES DASHBOARD | OVERVIEW

Sales Insight

Menu

Overview

Details

Filters

Body Style
All

Dealer_Name
All

Transmission
All

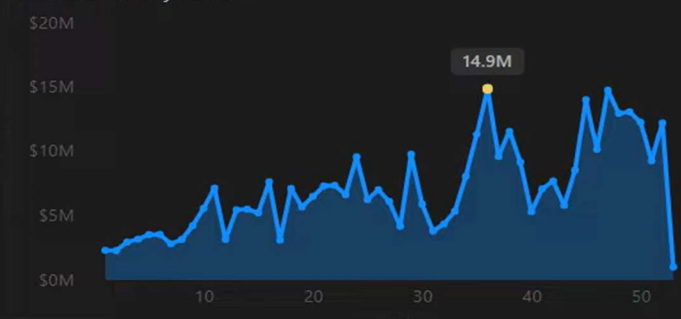
Engine
All

YTD Total Sales \$70.8M 23.59%
\$371.2M MTD Total Sales : \$54.28M

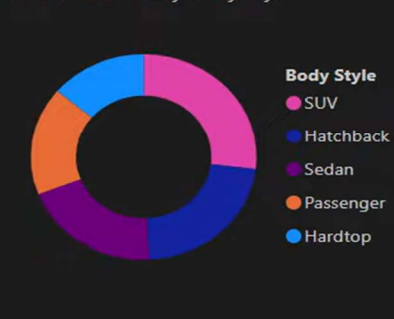
YTD Avg Price (\$0.22K) -0.79%
\$28.0K MTD Avg Price : \$28.26K

YTD Cars Sold 2.62K 19.73%
13.3K MTD Cars Sold : \$1.92K

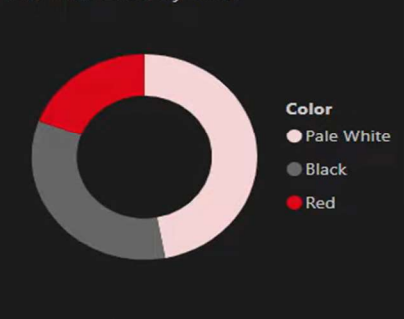
YTD Sales Weekly Trend



YTD Total Sales by Body Style



YTD Total Sales by Color



YTD Cars Sold by Dealer_Region



Company wise Sales Trend

Company	YTD Avg Price	YTD Cars Sold	YTD Total Sales	%GT YTD Total Sales
Acura	\$24.9K	376.0	\$9.3M	2.52%
Audi	\$22.2K	259.0	\$5.8M	1.55%
BMW	\$25.7K	445.0	\$11.4M	3.08%
Buick	\$32.2K	243.0	\$7.8M	2.11%
Cadillac	\$42.2K	363.0	\$15.3M	4.13%
Chevrolet	\$26.0K	1043.0	\$27.1M	7.30%
Chrysler	\$25.9K	618.0	\$16.0M	4.31%
Dodge	\$26.4K	949.0	\$25.0M	6.74%

DASHBOARD

CAR SALES DASHBOARD | DETAILS

Sales Insight

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YTD Total Sales

\$70.8M **23.59%**

\$371.2M

MTD Total Sales : \$54.28M

YTD Avg Price

(\$0.22K) -0.79%

\$28.0K

MTD Avg Price : \$28.26K

YTD Cars Sold

2.62K 19.73%

13.3K

MTD Cars Sold : \$1.92K

Car_id ▲	Date	Customer Name	Dealer_Name	Company	Color	Model	Total Sales	
C_CND_000001	02 January 2022	Geraldine	Buddy Storbeck's Diesel Service Inc	Ford	Black	Expedition	<div></div>	\$26K
C_CND_000002	02 January 2022	Gia	C & M Motors Inc	Dodge	Black	Durango	<div></div>	\$19K
C_CND_000003	02 January 2022	Gianna	Capitol KIA	Cadillac	Red	Eldorado	<div></div>	\$31.5K
C_CND_000004	02 January 2022	Giselle	Chrysler of Tri-Cities	Toyota	Pale White	Celica	<div></div>	\$14K
C_CND_000005	02 January 2022	Grace	Chrysler Plymouth	Acura	Red	TL	<div></div>	\$24.5K
C_CND_000006	02 January 2022	Guadalupe	Classic Chevy	Mitsubishi	Pale White	Diamante	<div></div>	\$12K
C_CND_000007	02 January 2022	Hailey	Clay Johnson Auto Sales	Toyota	Pale White	Corolla	<div></div>	\$14K
C_CND_000008	02 January 2022	Graham	U-Haul CO	Mitsubishi	Pale White	Galant	<div></div>	\$42K
C_CND_000009	02 January 2022	Naomi	Rabun Used Car Sales	Chevrolet	Pale White	Malibu	<div></div>	\$82K
C_CND_000010	02 January 2022	Grayson	Rabun Used Car Sales	Ford	Pale White	Escort	<div></div>	\$15K
C_CND_000011	02 January 2022	Gregory	Race Car Help	Acura	Pale White	RL	<div></div>	\$31K
C_CND_000012	02 January 2022	Amar'E	Race Car Help	Nissan	Pale White	Pathfinder	<div></div>	\$46K
C_CND_000013	02 January 2022	Griffin	Saab-Belle Dodge	Mercury	Black	Grand Marquis	<div></div>	\$9K
C_CND_000014	02 January 2022	Harrison	Scrivener Performance Engineering	BMW	Pale White	323i	<div></div>	\$15K
C_CND_000015	02 January 2022	Zainab	Buddy Storbeck's Diesel Service Inc	Chrysler	Pale White	Sebring Coupe	<div></div>	\$26K
C_CND_000016	02 January 2022	Zara	C & M Motors Inc	Subaru	Pale White	Forester	<div></div>	\$17K
C_CND_000017	02 January 2022	Zoe	Capitol KIA	Hyundai	Black	Accent	<div></div>	\$18K
C_CND_000018	02 January 2022	Zoey	Chrysler of Tri-Cities	Cadillac	Pale White	Eldorado	<div></div>	\$31K
Total							\$6,71,525.465K	

FUNCTIONALITIES

- ✓ Connecting to Excel File
- ✓ Data Cleaning
- ✓ Data Modelling
- ✓ Data Processing
- ✓ Power Query
- ✓ Data Tables
- ✓ DAX
- ✓ Time Intelligence Function
- ✓ YTD, MTD, PYTD
- ✓ MAX, MAXX, RANK
- ✓ Date Function
- ✓ Custom Charts

- ✓ Text Function
- ✓ Filter Function
- ✓ Calculate
- ✓ SUM/SUMX
- ✓ Conditional Formatting's
- ✓ Maps & Custom Maps
- ✓ Creating KPI's
- ✓ New Card Visual
- ✓ Creating Charts
- ✓ Formatting Visuals
- ✓ Creating Functions
- ✓ Navigations

SOFTWARES USED

1. MS Excel: VERSION 2021

2. Power BI: Dec 2023 Version

The image shows a dark-themed web interface. On the left is a vertical sidebar. The top of the page has a dark header bar. Below the header, there are three horizontal rectangular blocks. The main content area contains a large, rounded rectangle with the text "Thank You" in a light blue font.

Thank You