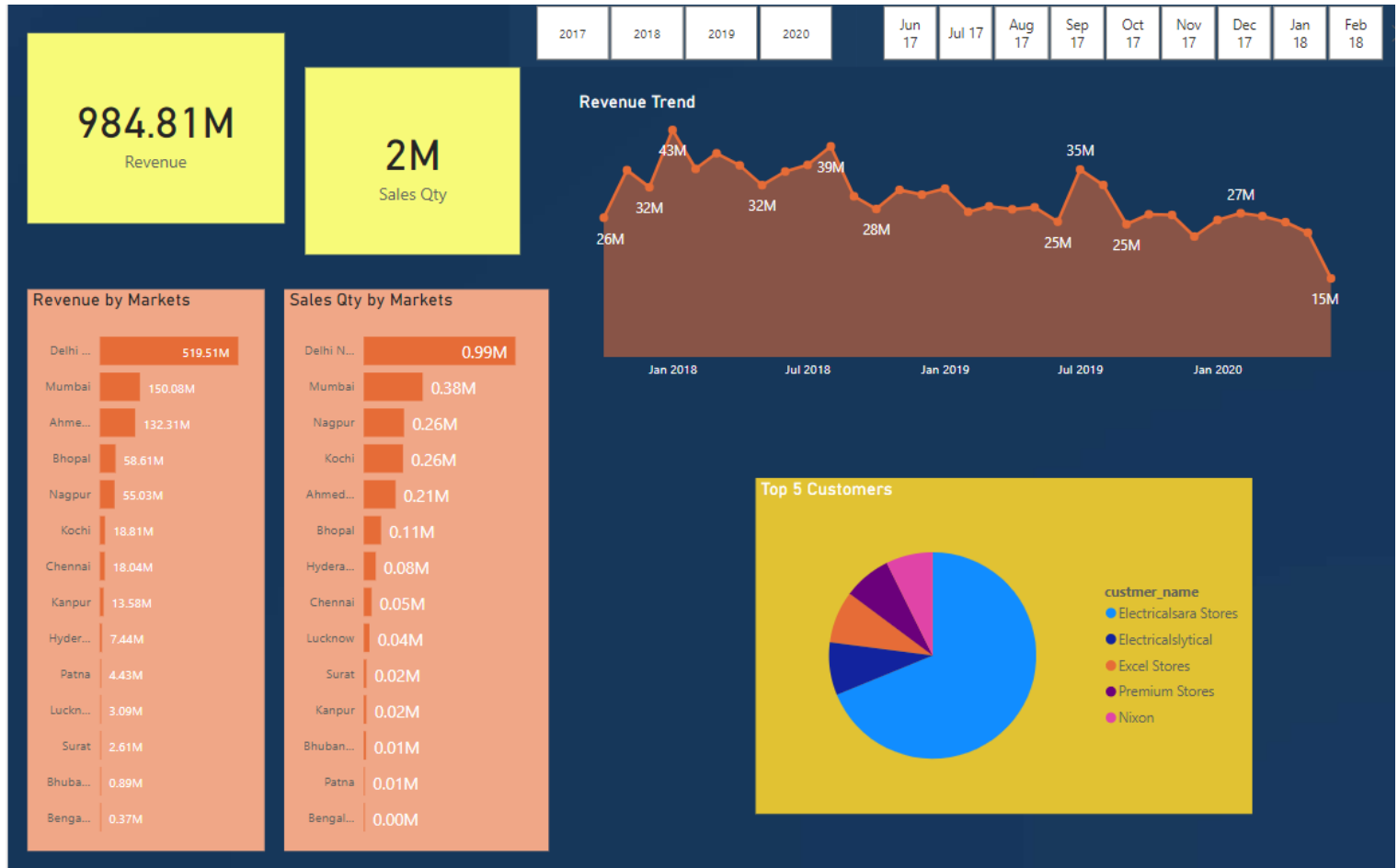


Sales Dashboard



Insights

- The company's revenue growth appears to be slowing down. The slope of the line graph in the "Revenue Trend" section is not as steep in the later months of 2018 as it is in the earlier months. This could be a sign that the company is approaching a period of slower growth.
- The company is more reliant on sales quantity than on revenue. The values in the "Sales Qty" cards are much higher than the values in the "Revenue" cards. This suggests that the company is selling a lot of products or services at a relatively low price point.
- The Revenue by Market Qty and Sales Qty by market is dominated by Delhi state so, the company is needs to rework on its strategy in southern part of the country like Bangalore, Chennai where revenue is almost negligible or in loss to increase its sales and revenue