Need to have a dashboard with this information:

1. Sales, compared with last years sales, & profit, monthly. Show %change in profit for each month. Able to filter for each year.
2. Comparison of all Sales Channels to clearly see which sales channel does the most sales
3. List of each state, ranked by the avg. profit generated per each store in the state. Shown along with a heat map clearly visualizing this.
4. List of products by sales
5. Show important metrics like overall sales, profit, margin, total orders, avg. sale, quantity of products sold

\*UNFNIISHED LAST 3\*

1. Compare the overall profit for each year
2. Rank customers by profit, products by profit, and employees by sales
3. Try and regress population & household income on sales/profit etc

Write queries to show these metrics for the entire life of the company (from 2018 to 2021)

1. What are our top 10 & bottom 10 products? Rank them separately by revenue, profit, orders, and quantity sold.
2. Determine the top 5 products by revenue per state
3. What has been the overall top seller in each year? By revenue and profit
4. Who are our top 10 & bottom 10 customers…by revenue, profit, orders, then quantity sold.
5. Who are our top 10 & bottom 10 employees…by revenue, profit, orders, and quantity sold.
   1. Show the top sales teams by their region.
6. Who are our top 10 & bottom 10 stores? By revenue, profit, orders, and quantity sold.
   1. Top 10 overall cities? states? (By revenue, profit)
7. Avg. delivery time
   1. Per Product
   2. Per Customer
8. Avg. overall purchase lead times, per product
9. Avg. Inventory turnover per product
10. What is the average overall discount, the average discount per product, the average discount per customer, and the average discount per employee?