# Introduction:

The dataset provided contains information about chocolate sales made by different salespeople in various regions. It includes details such as the name of the salesperson, the geographic location of the sale, the product sold, the amount generated from the sale, the number of units sold, the cost per unit, the total cost, the profit earned, and the profit percentage.

The data shows that sales vary greatly across different regions, with the highest sales generated in Canada .The dataset also provides insights into the most popular products sold, with Choco Coated Almonds being the most popular product sold in the US

Overall, the dataset provides valuable insights into chocolate sales, highlighting the importance of factors such as product popularity, regional variations, and profit margins in determining the success of sales.

## Columns:

Sales Person  
Geography  
Product  
Amount  
Units  
cost per unit  
Cost  
Profit  
profit %

## KPI :

1.Total Sales by Geography (Region)

2.Total Sales by Salesperson

3.Total Units Sold by Product

4.Profit by Salesperson

5.Profit Percentage by Product

6.Top 10 Products by Total Sales

7.Average Profit Percentage by Geography

## Data Cleaning:

1. Renamed the column names of Amount, units, Cost to Total Selling Price, Total units and Toal Cost price.
2. Removed all the parenthesis and dollar sign from the amount, cost and profit column using CTRL + F and replacing them with blank
3. Recalculated the profit and profit percentage using the formulas
4. Using the conditional formatting highlighted the cell as per values.

## Pivot Table :

1. Used the pivot tables to show case the KPI with the proper metrics and along with charts to visualize the metrics.
2. Build a dashboard using those charts by connecting with the slicers which is filtering out the KPIs by the country.