

SQL Assignment

Step 1 : Data cleaning has done.

Including correcting some typos in the product names by analyzing.
Correcting Some of the misspelled regions by analyzing and replacing
using filter and replace

Step 2 :

Data aggregation :

Aggregated the sales data to get the summary of the sales data
by product and region by Creating pivot tables.

Step 3 :

Data analysis:

Created charts and graphs on pivot tables . And analized.

From sales by Product :

Top selling product : Staples

count : 227

Least selling product :

4009 Highlighters

Acco gide clips

Count :1

From sases by region :

Top slling Region : Central

count : 11117

Top slling Region :Canada

count : 384

Step 4 :

The top 20 Buying products and least 100 selling products are
extracted and stored that data In another sheet.

The top buying products are :

Staples

Cardinal Index Tab, Clear

Eldon File Cart, Single Width.

....

The top 3 buying regions and least 3 buying regions are extracted and
stored in anooother sheet.

The top buying regions are :

CENTRAL

SOUTH

EMEA

The least buying regions are :

Central asia

Caribbean

Canada

Recommendations :

The company needs to sell the top 20 products in the excel sheet “top 20 highest buying products” in the top buying regions like CENTRAL , SOUTH, EMEA. Then company will Increase its sales and performance.

The company needs to invest in marketing and advertisement in the least buying regions like Central asia, Caribbean, Canada.

Conclusion :

Report :

The company is Selling the products in most of the regions very well. But coming to some regions like Central asia, Caribbean, Canada the sales are very less. So focusing on the invest in marketing and advertisement in these regions will definitely help in improving the sales.

One observed point is : Stapples, Cardinal Index Tab, Clear, Eldon File Cart, Single Width are getting sold at very high rate than the other products. So always keep the top selling products in stock for quick delivery and to improve your company's performance.