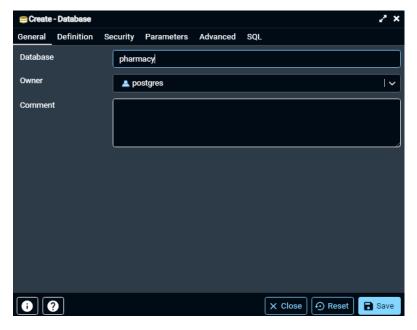
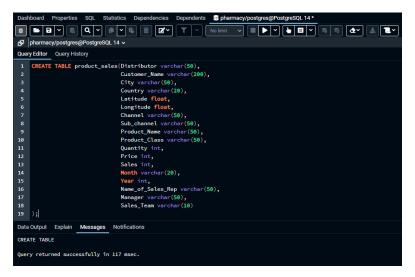
This project is based on Germany and Poland pharmacy sales for the year 2017 – 2020. I used PostgreSQL to import, clean, manipulate and derive meaningful insight from the dataset.

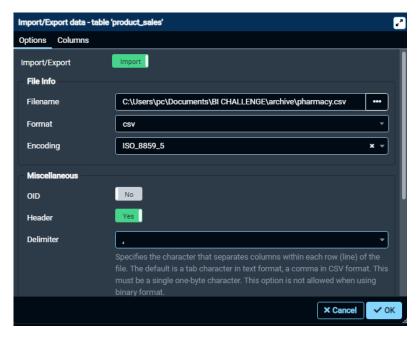
CREATE DATABASE Pharmacy



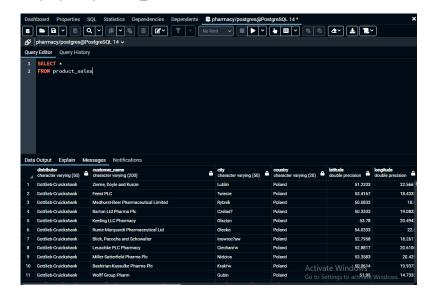
CREATE TABLE product_sales



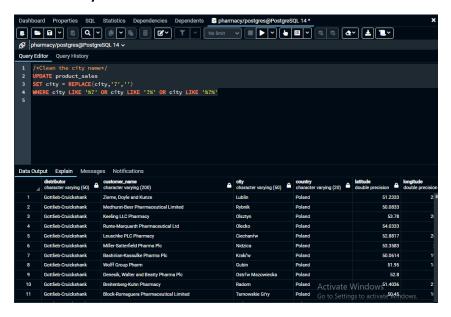
Import the data from csv format to PostgreSQL



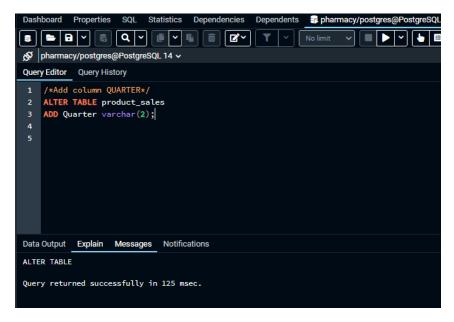
Display the product_sales columns details



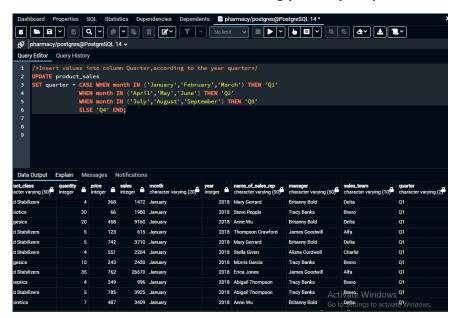
Clean the city name



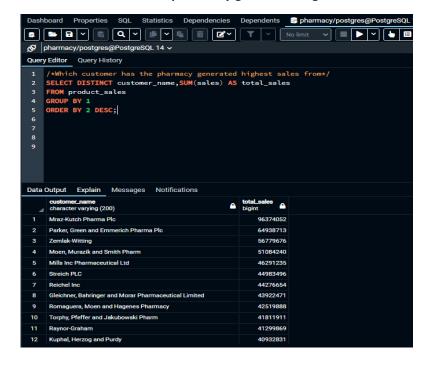
Add column QUARTER



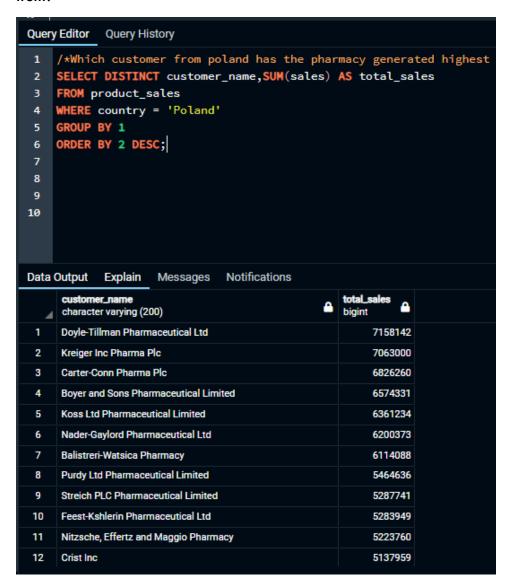
Insert values into column Quarter, accordingly to the year quarter



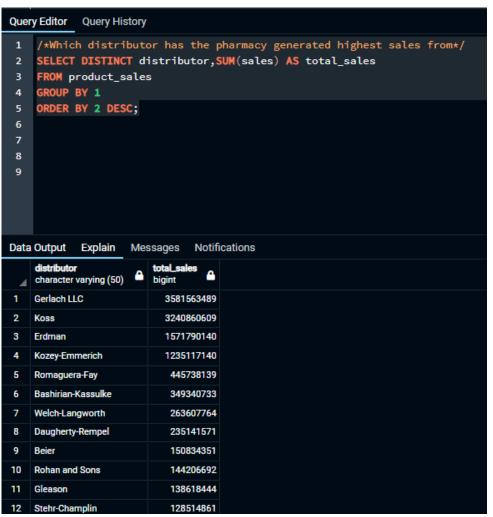
Which customer has the pharmacy generated highest sales from?



Which customer from poland has the pharmacy generated highest sales from?



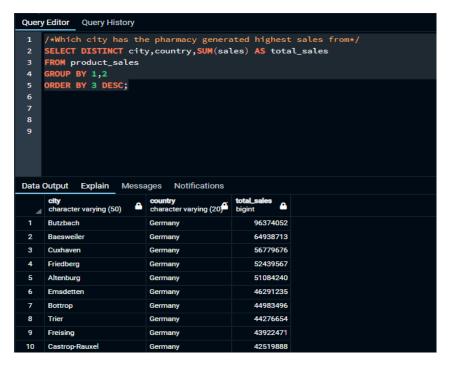
Which distributor has the pharmacy generated highest sales from?



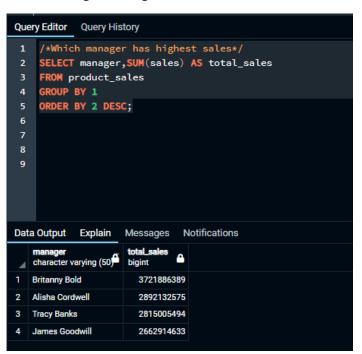
Which country has the pharmacy generated highest sales from?



Which city did the pharmacy generate highest sales from?



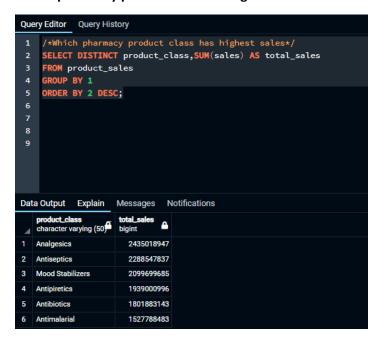
Which manager has highest sales?



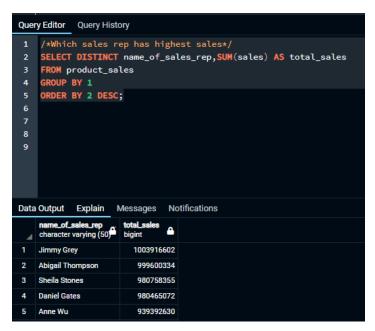
Which product has the highest sales?

```
Query Editor Query History
1 /*Which pharmacy product has highest sales*/
    SELECT DISTINCT product_name, SUM(sales) AS total_sales
    FROM product_sales
    GROUP BY 1
    ORDER BY 2 DESC;
Data Output Explain Messages Notifications
      product_name
                             total_sales
     character varying (50)
     Ionclotide
                                171584675
     Tetratanyl
                                127233890
                                113954535
     Sumanazole
 4
                                108009525
     Betanem
     Docstryl Rivacin
                                106709094
                                103968540
     Travoloride
                                101583900
     Cephozumab Synmethate
                                100289280
```

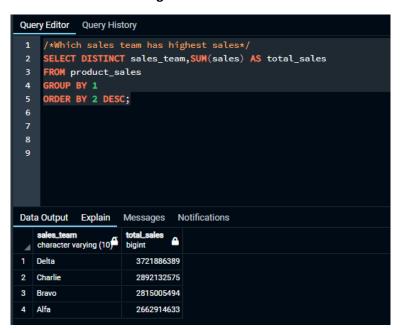
Which pharmacy product class has highest sales?



Which sales rep has highest sales?

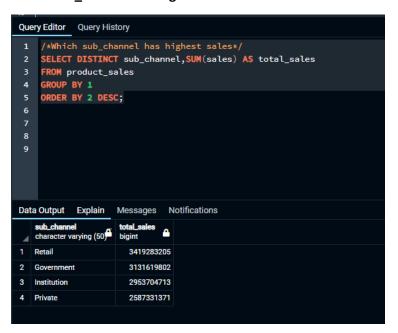


Which sales team has highest sales?

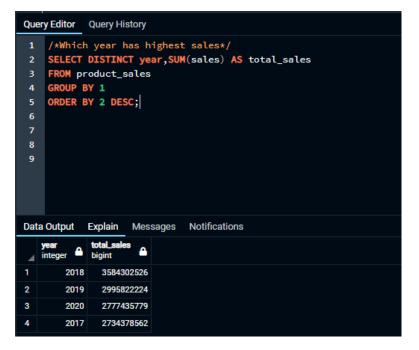


Which channel was more sales generated from?

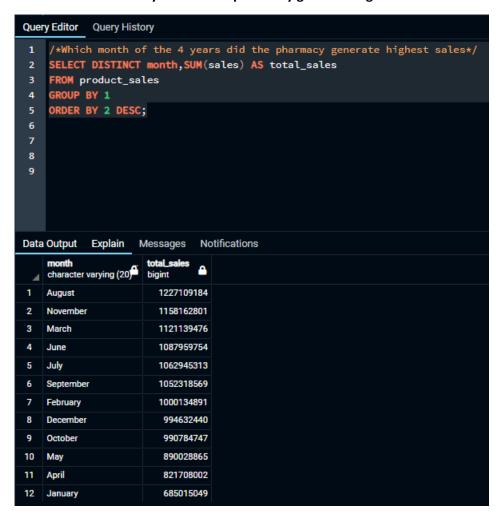
Which sub channel has highest sales?



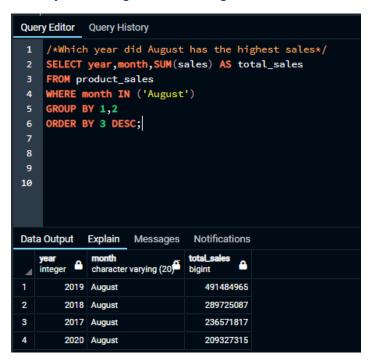
Which year was more sales generated?



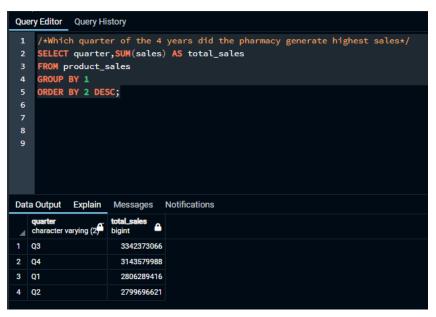
Which month of the 4 years did the pharmacy generate highest sales?



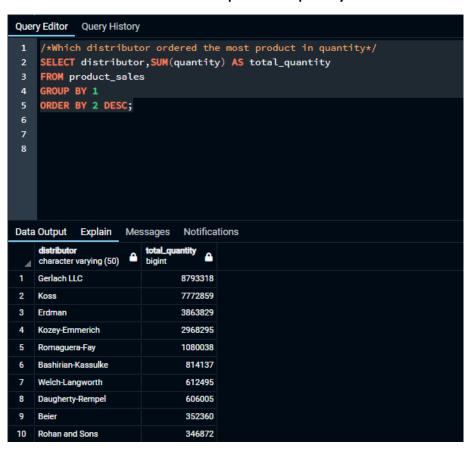
Which year did August have the highest sales?



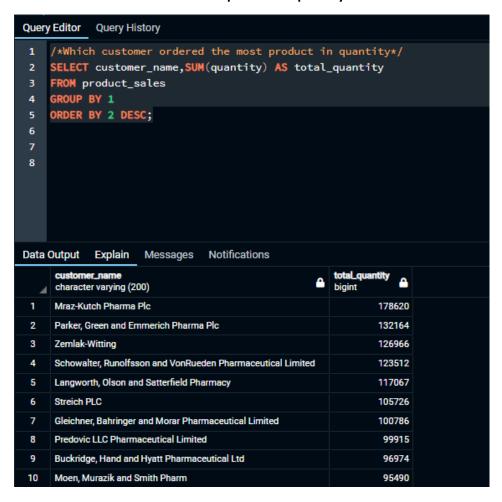
Which quarter of the 4 years did the pharmacy generate highest sales?



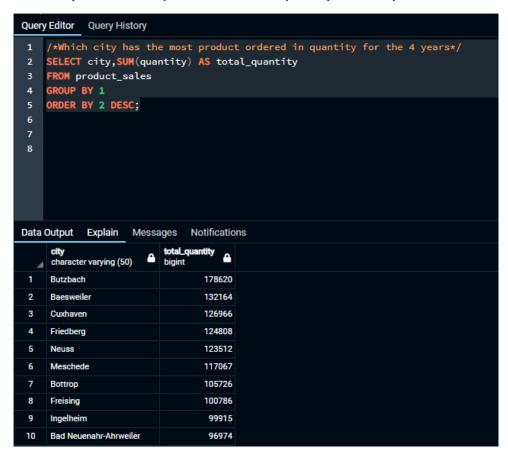
Which distributor ordered the most product in quantity?



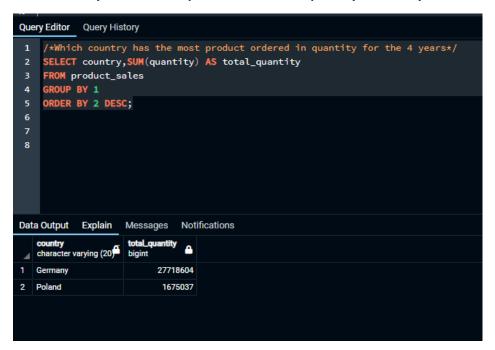
Which customer ordered the most product in quantity?



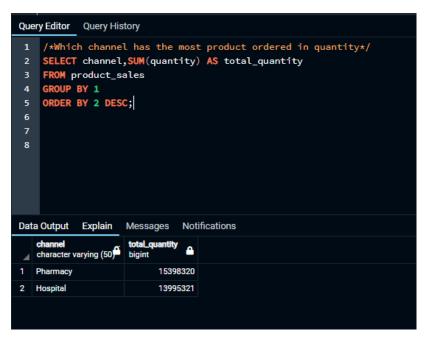
Which city has the most product ordered in quantity for the 4 years?



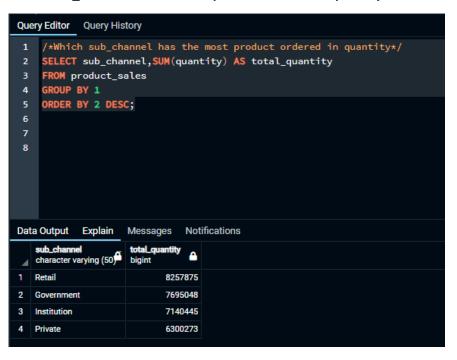
Which country has the most product ordered in quantity for the 4 years?



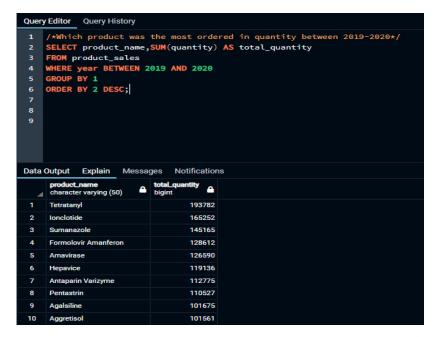
Which channel has the most product ordered in quantity?



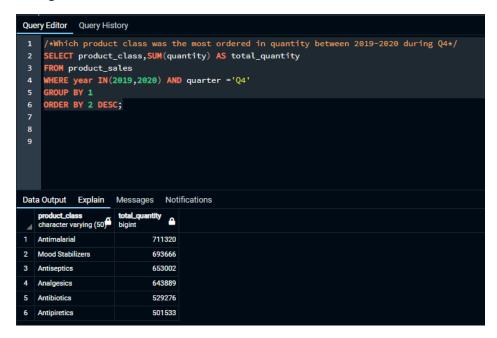
Which sub_channel has the most product ordered in quantity?



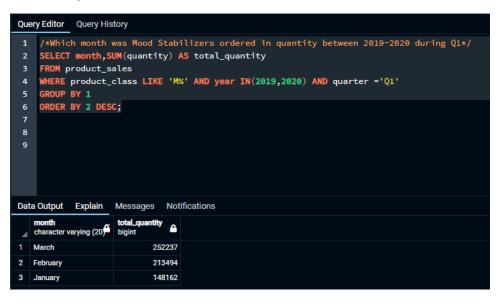
Which product was the most ordered in quantity between 2019-2020?



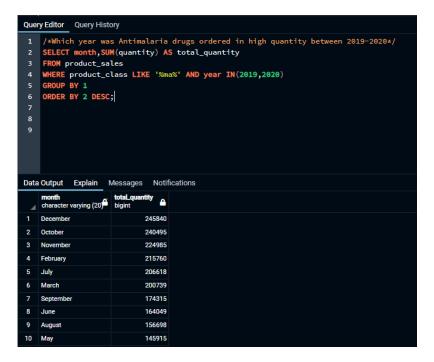
Which product class was the most ordered in quantity between 2019-2020 during Q4?



Which month was Mood Stabilizers ordered in quantity between 2019-2020 during Q1?



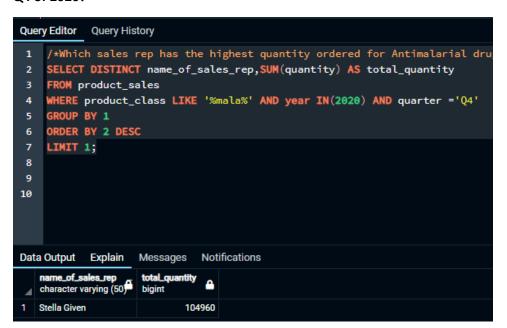
Which year was Antimalarial drugs ordered in high quantity between 2019-2020?



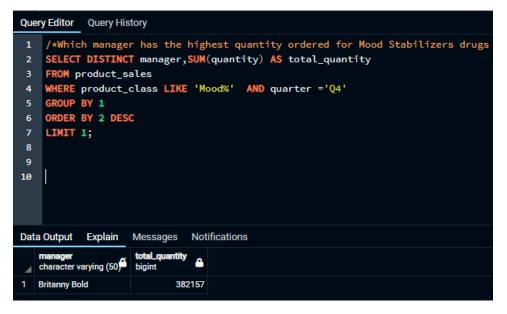
Which quarter was Antimalarial drugs ordered in high quantity between 2019-2020?

```
Query Editor Query History
    /*Which quarter was Antimalaria drugs ordered in high quantity between 2019-2020*/
    SELECT quarter, SUM (quantity) AS total_quantity
    FROM product_sales
    WHERE product_class LIKE 'Anti%' AND product_class NOT LIKE '%tics' AND year IN(2019,2020)
    GROUP BY 1
    ORDER BY 2 DESC;
Data Output Explain Messages Notifications
1 Q4
                          711320
2 Q3
                          537631
3 Q1
                          516199
4 Q2
                          426780
```

Which sales rep has the highest quantity ordered for Antimalarial drugs in Q4 of 2020?



Which manager has the highest quantity ordered for Mood Stabilizers drugs in Q4 of the 4 years?



Which sales team has the highest quantity ordered for Mood Stabilizers and Antimalarial drugs in Q4 during the 4 years?

