**Project Title:** Global Sales Data Analytics **Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID31896

**Focus on J&P, tap into BE, understand RC**

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

* Properly tracking sales data is available for successful sales forecasting.
* The competition perform analytics and display dashboard with autogenerated insights.

**AS**

**5. AVAILABLE SOLUTIONS**

* To pay close attention to first-time buyers
* Understanding the behaviours, preferences, affinities etc…
* No online payments available.Buy directly from us.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

A Business person who would like to measure their performance in global sales

**Explore AS, differentiate**

**Define CS, fit into CC**

* Analyze the findings
* Locate buying centers in existing accounts.
* Collecting sales data and analyzing using offices software.

**BE**

**7. BEHAVIOUR**

**RC**

**9. PROBLEM ROOT CAUSE**

* Bussiness model
* Marketing Teams
* Educational Institution
* Society

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

* To collect relevant data.
* To manage time properly
* To manage the sales pipeline correctly

**Focus on J&P, tap into BE, understand RC**

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**Identify strong TR & EM**

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| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**     * To increase the business strategies * Loss in Business * Trying to challenge opponent companies | **10. YOUR SOLUTION SL**   * Creating n Interactive Dashboard. * Properly tracking sales data is available for successful sales forecasting. * Analyzing order priority and shipment details, to comp are the performance | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   Using third party services with automated insights and subscription based services to analyze data.   * 1. **OFFLINE**   Using office software to analyze complex data in un-intuitive way. |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  **Before** : Lazyness, difficulty to manage the data, confusion, anxiety, distress.  **After** : Eatasy to manage data, lot of time, clear mind, peacefulness |