

# Sales Management



**Sales Overview**

**Customer Details**

**Product Details**

Customer City

All

Sub Category

All

Category

All

Product Name

All

Customer

All

→

Year

2020

2021

2022

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Sales, Budget Amount and Sales - Budget

KPI Name

22,239,730

Bud. 21,100,000.001,139,730.26

Sales by Product Category

Bikes

Accessories

Clothing

Accessories 1M (3.15%)

Bikes 21M (95.32%)

Sales and Budget Amount by Month

Sales

Budget Amount

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Sales by Top 10 Customers

Full Name

Jordan Tur...

Maurice Sh...

Janet Munoz

Lisa Cai

Lacey Zheng

Larry Munoz

Franklin Xu

Ariana Gray

Marco Lopez

Willie Xu

0

10,000

20,000

Sales

Sales by Top 10 Product Name

Product Name

Mountain-...

Mountain-...

Mountain-...

Mountain-...

Mountain-...

Mountain-...

Mountain-...

Road-250 ...

Road-250 ...

Road-250 ...

Road-250 ...

0

1,000,000

Sales

Sales by Customer City

NORTH AMERICA

EUROPE

ASIA

AFRICA

SOUTH AMERICA

AUSTRALIA

Pacific Ocean

Atlantic Ocean

Indian Ocean

Microsoft Bing

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Customer Details

Year

202020212022

Month

JanFebMarAprMayJunJulAugSepOctNovDec

Customer City

All

Sub Category

All

Category

All

Product Name

All

Customer

All

→

Sales, Budget Amount and Sales - Budget

KPI Name

22,239,730

Bud. 21,100,000.001,139,730.26↑

Budget Amount and Sales by MonthShort

Budget AmountSales

Budget Amount an...

2M1M

JanFebMarAprMayJunJulAugSepOctNovDec

MonthShort

Sales by Customer City

ASIAEUROPEAFRICASOUTH AMERICA

Atlantic OceanIndian Ocean

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Sales by Top 10 Customers

Full Name

Jordan Tur...Maurice Sh...Janet MunozLisa CaiLacey ZhengLarry MunozFranklin XuAriana GrayMarco LopezWillie Xu

15,99912,91012,48911,46911,24811,06810,58610,52910,4689,912

Sales

| Customer      | Jan              | Feb              | Mar              | Apr            | May              | Jun              | Jul              | Aug              | Sep              | Oct              | Nov              | Dec              | Total      |
|---------------|------------------|------------------|------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------|
| Jordan Turner | <div>2,377</div> | <div>2,443</div> |                  |                | <div>2,355</div> |                  | <div>540</div>   | <div>2,433</div> | <div>540</div>   |                  | <div>5,311</div> |                  | 15,999     |
| Maurice Shan  | <div>4,885</div> |                  | <div>2,322</div> |                |                  |                  | <div>1,269</div> |                  | <div>2,384</div> |                  |                  | <div>2,049</div> | 12,910     |
| Janet Munoz   | <div>4,876</div> |                  | <div>3,122</div> |                |                  |                  |                  |                  |                  | <div>2,419</div> | <div>2,071</div> |                  | 12,489     |
| Lisa Cai      |                  |                  |                  | <div>708</div> | <div>811</div>   | <div>554</div>   |                  | <div>2,588</div> | <div>2,049</div> | <div>2,428</div> |                  | <div>2,330</div> | 11,469     |
| Lacey Zheng   | <div>2,462</div> |                  |                  |                |                  | <div>594</div>   | <div>549</div>   | <div>2,419</div> |                  |                  | <div>2,805</div> | <div>2,419</div> | 11,248     |
| Larry Munoz   | <div>2,320</div> |                  |                  |                | <div>575</div>   | <div>540</div>   |                  | <div>2,384</div> | <div>2,049</div> |                  | <div>781</div>   | <div>2,419</div> | 11,068     |
| Franklin Xu   |                  |                  |                  |                |                  |                  |                  | <div>2,182</div> | <div>2,334</div> | <div>1,274</div> | <div>2,419</div> | <div>2,377</div> | 10,586     |
| Ariana Gray   |                  | <div>2,502</div> |                  |                |                  | <div>575</div>   |                  |                  | <div>2,413</div> |                  | <div>2,620</div> | <div>2,419</div> | 10,529     |
| Marco Lopez   |                  | <div>2,330</div> |                  |                |                  |                  |                  |                  | <div>2,433</div> |                  |                  | <div>5,705</div> | 10,468     |
| Willie Xu     |                  |                  | <div>777</div>   |                |                  | <div>2,071</div> | <div>2,375</div> |                  |                  | <div>2,295</div> | <div>2,393</div> |                  | 9,912      |
| Total         | 1,398,749        | 1,278,343        | 1,423,390        | 1,446,358      | 1,643,471        | 2,198,338        | 1,816,234        | 2,074,983        | 1,933,673        | 2,208,453        | 2,318,876        | 2,498,862        | 22,239,730 |

Product Details

Year

202020212022

Month

JanFebMarAprMayJunJulAugSepOctNovDec

Customer City

All

Sub Category

All

Category

All

Product Name

All

Customer

All

Home

Sales

22,239,730

Budget

21,100,000

Budget Amount and Sales by MonthShort

Budget AmountSales

2.5M2.0M1.5M

JanFebMarAprMayJunJulAugSepOctNovDec

Sales by Customer City

Sales by Top 10 Product Name

Product NameSales

Mountain-...1,371,420

Mountain-...1,363,142

Mountain-...1,339,463

Mountain-...1,301,100

Mountain-...1,290,768

Mountain-...1,255,363

Road-250 ...730,038

Road-250 ...696,093

Road-250 ...691,206

Road-250 ...621,833

| Product Category            | Jan       | Feb       | Mar       | Apr       | May       | Jun       | Jul       | Aug       | Sep       | Oct       | Nov       | Dec       | Total      |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| <div><div></div>Bikes</div> | 1,325,275 | 1,210,791 | 1,341,256 | 1,369,240 | 1,559,031 | 2,106,386 | 1,728,746 | 1,985,411 | 1,847,522 | 2,108,602 | 2,221,454 | 2,395,484 | 21,100,000 |
| Mountain-200 Black, 46      | 90,652    | 90,652    | 78,112    | 82,947    | 91,882    | 149,912   | 125,651   | 125,159   | 116,717   | 119,258   | 153,191   | 147,289   | 1,371,420  |
| Mountain-200 Black, 42      | 65,899    | 74,587    | 78,603    | 79,669    | 112,045   | 143,765   | 96,554    | 126,880   | 131,716   | 126,880   | 156,305   | 170,239   | 1,363,142  |
| Mountain-200 Silver, 38     | 88,988    | 58,331    | 78,465    | 89,817    | 90,811    | 110,531   | 109,205   | 118,734   | 116,165   | 144,005   | 140,111   | 194,299   | 1,339,463  |
| Mountain-200 Silver, 46     | 47,228    | 52,945    | 68,108    | 80,785    | 88,491    | 109,371   | 126,688   | 141,188   | 128,594   | 132,488   | 167,205   | 158,008   | 1,301,100  |
| Mountain-200 Black, 38      | 74,259    | 46,719    | 76,554    | 67,948    | 70,407    | 126,880   | 118,684   | 146,060   | 108,274   | 133,519   | 170,567   | 150,896   | 1,290,768  |
| Mountain-200 Silver, 42     | 71,754    | 53,443    | 93,131    | 83,105    | 78,714    | 123,374   | 96,528    | 116,662   | 99,345    | 129,091   | 143,259   | 166,956   | 1,255,363  |
| Road-250 Black, 52          | 78,624    | 61,258    | 69,374    | 67,192    | 69,635    | 97,734    | 51,659    | 45,987    | 41,101    | 63,702    | 43,806    | 39,966    | 730,038    |
| Road-250 Red, 58            | 78,100    | 69,985    | 59,339    | 68,850    | 61,258    | 60,124    | 62,567    | 44,853    | 41,886    | 52,794    | 44,940    | 51,398    | 696,093    |
| Road-250 Black, 48          | 68,510    | 87,088    | 56,022    | 56,546    | 27,785    | 78,624    | 26,476    | 65,011    | 50,600    | 44,852    | 28,272    | 42,410    | 691,206    |
| Total                       | 1,398,749 | 1,278,343 | 1,423,390 | 1,446,358 | 1,643,471 | 2,198,338 | 1,816,234 | 2,074,983 | 1,933,673 | 2,208,453 | 2,318,876 | 2,498,862 | 21,100,000 |