



# **WAREHOUSE SALES ANALYSIS**



## **Objective Overview:**

- **The "Warehouse Sales Analysis" provides insights into sales data for retail and wholesale segments.**
- **The primary goal of this analysis is to identify top suppliers, high-performing product categories, and sales trends across both retail and wholesale channels, helping stakeholders optimize stock and predict future sales trends.**



## Analysis Techniques:

The analysis utilizes Power BI to visualize sales performance, focusing on:

- Supplier Performance: Top 5 suppliers for both retail and wholesale channels are identified based on total sales.
- Product Type Performance: The report categorizes the top 4 performing item types (Beer, Wine, Liquor, Non-Alcoholic) for both retail and wholesale, offering insights into which categories contribute most to overall sales.
- Time-based Sales Trends: Monthly sales trends for retail and warehouse sales are visualized to track performance fluctuations over time.



# Warehouse Sales Analysis

Retail Sales

204.22K

Wholesale Sales

824.28K

Month

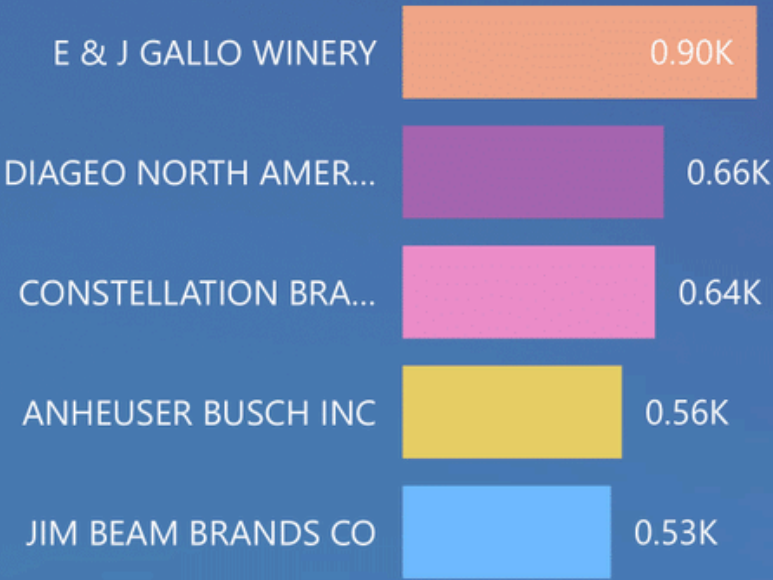
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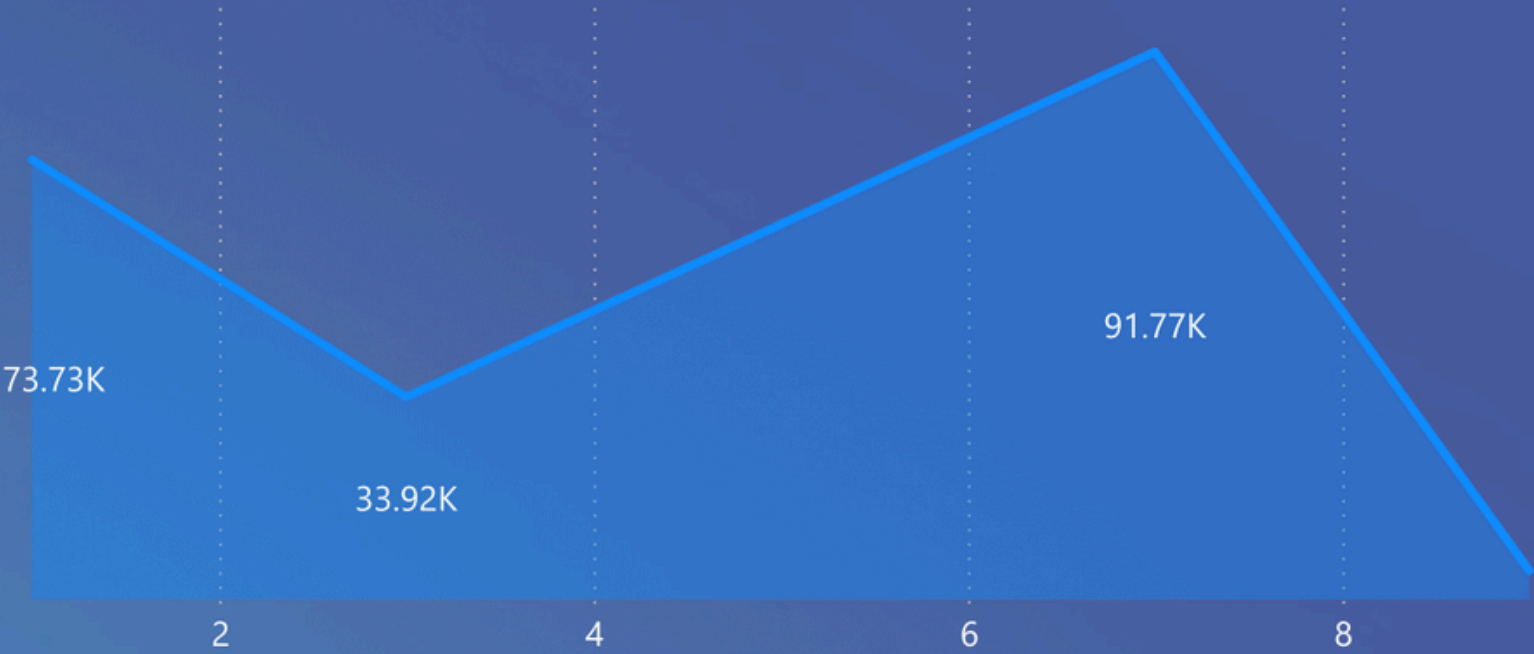
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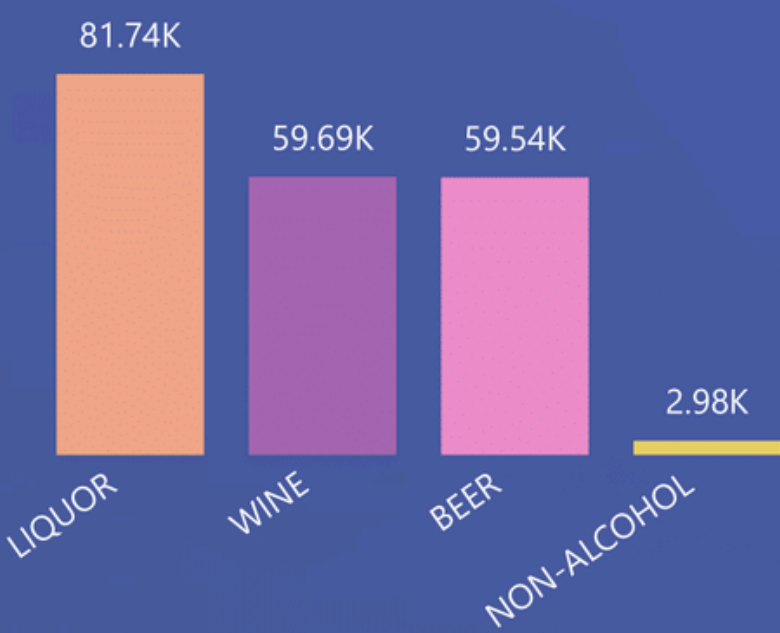
Top 5 Supplier for Retail Sales



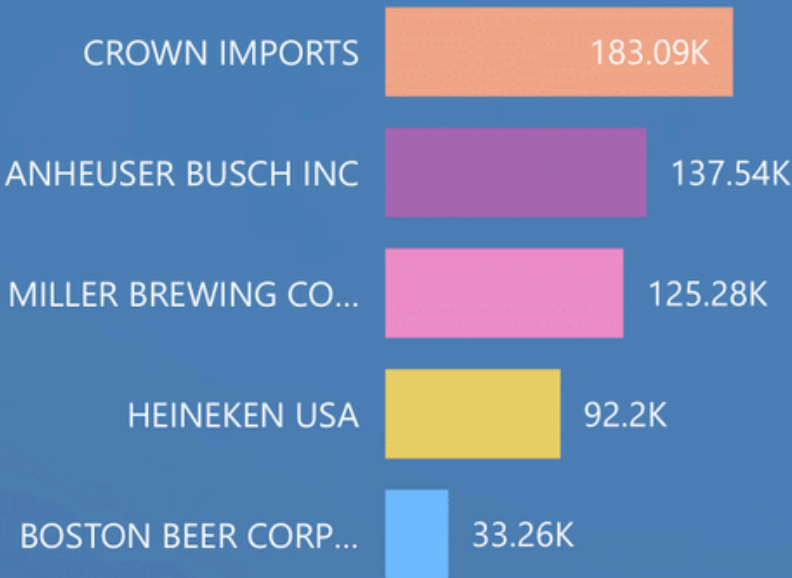
Sum of RETAIL SALES by MONTH



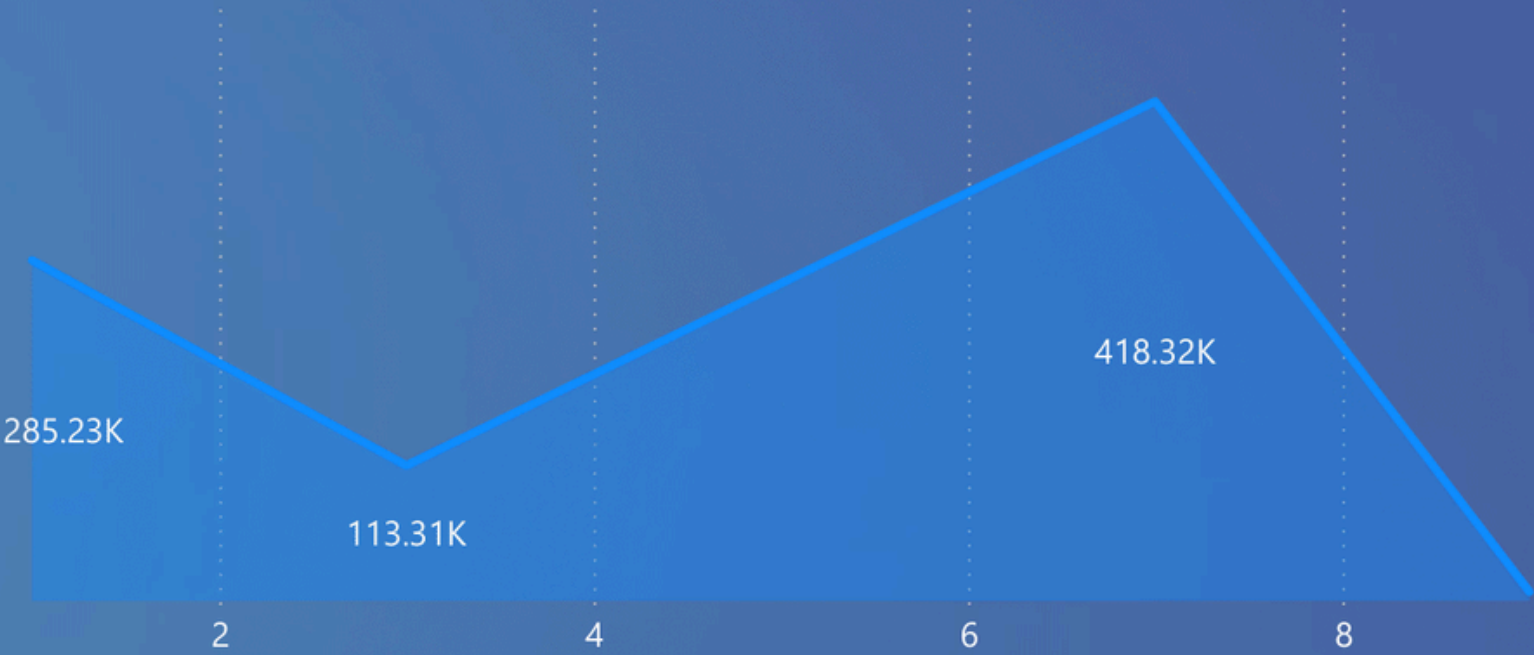
Top 4 Performing Item Type in Retail



Top 5 Supplier for Wholesale Sales



Sum of WAREHOUSE SALES by MONTH



Top 4 Performing Item Type in Wholesale

