Project Design Phase-I
Solution Architecture

Date	19 September 2022
Team ID	PNT2022TMID27765
Project Name	Project – Global sales data analytics
Maximum Marks	4 Marks

Solution Architecture

Sales analysis is using data to evaluate sales team performance. It provides valuable

insights about the top performing and underperforming products/services, selling

and market opportunities, and includes sales forecasting.Regular sales data analysis

provides an understanding of the products that your customers are buying and

helps you dissect why they are behaving in a certain way. You can also find patterns

in your lead conversions and drop offs. All of these aspects enable you to optimize

your sales process.With an intelligent sales CRM like Close, you get actionable

reports to keep a close eye on essential sales KPIs. Such a continuous sales analysis

helps in iterating your sales strategy so that you can continue growing your business sustainability
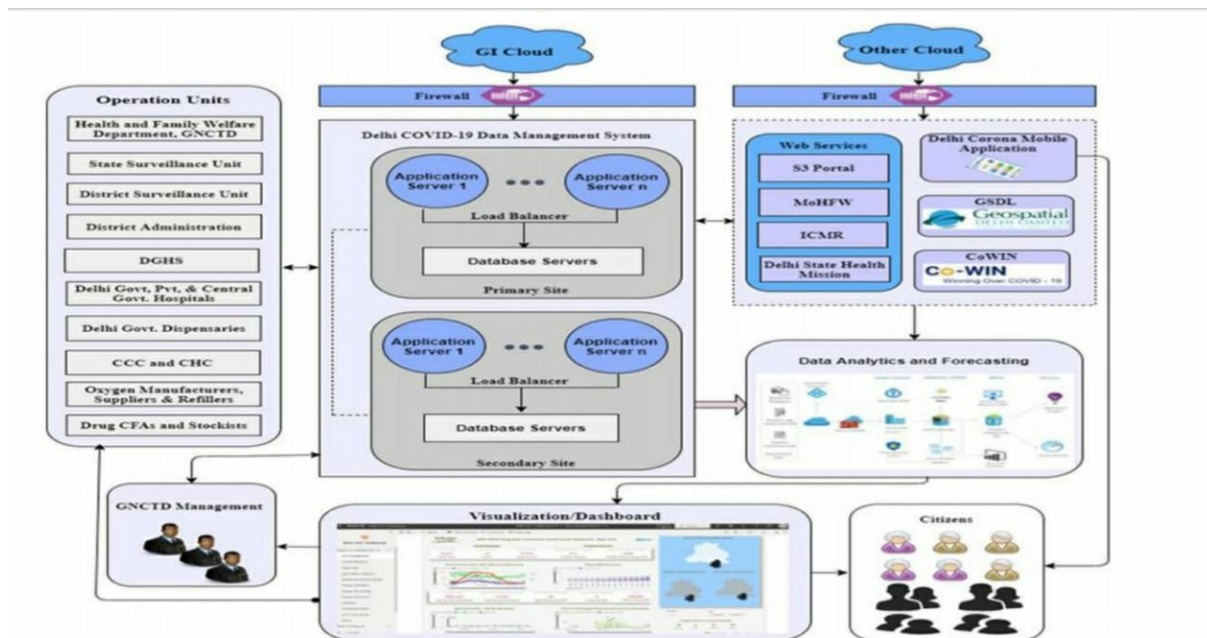
Example - Solution Architecture Diagram:

Figure1 global sales data analytics