SOLUTION REQUIREMENTS

Team ID	PNT2022TMID20435
Project Name	Global sales data Analytics

Global Sales Data Analytics:

Data Analysis:

Data analysis is the process of cleaning, changing, and processing raw data, and extracting actionable, relevant information that helps businesses make informed decisions. The procedure helps reduce the risks inherent in decision-making by providing useful insights and statistics, often presented in charts, images, tables, and graphs.

Analyze sales data:

- Identify the key sales metrics you need, such as win rate and average deal size
- Use a tool (such as Pipedrive's CRM) to track this data as leads travel through your pipeline
- Record this data in visual dashboards
- Review the data regularly against historical averages to monitor growth and problem areas.

Collect sales data

A spreadsheet can help you collate your data, sales-related or otherwise, but a CRM platform with strong insights features is the best option

With the sheer amount of information on leads, deals and communications to keep track of, you'll need a streamlined piece of software with clear access to your data.

prepare a data:

Data preparation is the process of preparing raw data so that it is suitable for further processing and analysis. Key steps include collecting, cleaning, and

labeling raw data into a form suitable for machine learning (ML) algorithms and then exploring and visualizing the data.

Create Dashboard:

A dashboard for data analytics is **a tool used to multi-task, organize, visualize, analyze, and track data**. The overall purpose of a data analytics dashboard is to make it easier for data analysts, decision makers, and average users to understand their data, gain deeper insights, and make better data-driven decisions.

Skill Recruitment:

IBM Account,

IBM Cognos ,

Python or R