Pharma Sales Dashboard

Description:

Sales of Pharmaceutical products, which may include medicines, surgical devices, consumables of any form, machines, and equipment used in surgeries are called Pharma Sales. The target audience is doctors of any kind, chemists, and/or purchase in charge in hospitals or pharmacies. Pharmaceutical sale is very different from regular sales of any kind right from the product to the customer to the process of selling. Of all the sales, Pharmaceutical sales are considered to be one of the most lucrative and most challenging jobs requiring a lot of learning on the salesperson's part. Like every sale, there is a buyer and a seller. In this case, the buyer depends on the product of the manufacturer. We will consider all of the buyer kinds. 1. A buyer for medicines of any kind – Chemist, Distributor, Hospital Pharmacies 2. A buyer for medical devices, instruments, implants – Doctor, purchase officer

Challenge:-

Upload the dataset to Cognos Analytics, prepare the data, explore and Create Interactive Dashboard.

Task 1:Sales By Customer.

Task 2:Sales By Location.

Task 3:Sales By Sales Representative.

Task 4: Received Inventory From Supplier.

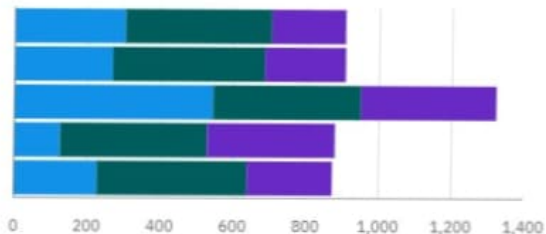Task 5: Inventory Stock for Warehouse Locations.

Task 6: Sales Trend.

Task 7:Monthly Sales.

Task 8: Actual and Received Inventory by Month.
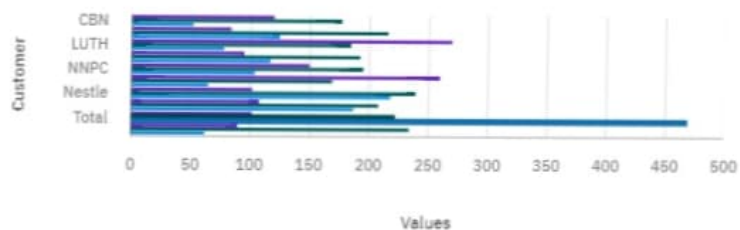
L.Sales, M.Sales and C.Sales by Sales Rep

Measures
L.Sales   M.Sales   C.Sales

0   200   400   600   800   1,000   1,200   1,400

C.Sales, M.Sales and L.Sales by Customer

Measures
C.Sales   M.Sales   L.Sales

Customer

CBN
LUTH
NNPC
Nestle
Total

0   50   100   150   200   250   300   350   400   450   500

Values

Actual and Received Inventory by Month

Measures

April   December   January   June   May   October
August   February   July   March   November   Se...

Inventory Stock by Warehouse Locations

Warehouse Locations
In Transit   Calabar   Port Harcourt

L.Sales, M.Sales, C.Sales and Rep.Sales by Sales Rep

A. Chukwu   A. Oni   M. Sule   P. Michaels   S. Sunday

M.Sales, L.Sales and C.Sales by Location

Abeok...   Calabar   Ilorin   Kano   Port Har...
Abuja   Ibadan   Kaduna   Lagos   Warri

Received Inventory by Supplier

Astra Zeneca   Novartis   Pfizer   Sanofi

C.Sales, L.Sales and M.Sales by Month

April   Dece...   January   June   May   October
August   February   July   March   Nove...   S...

C.Sales, M.Sales and L.Sales by Customer

Measures
- ● C.Sales
- ● M.Sales
- ● L.Sales
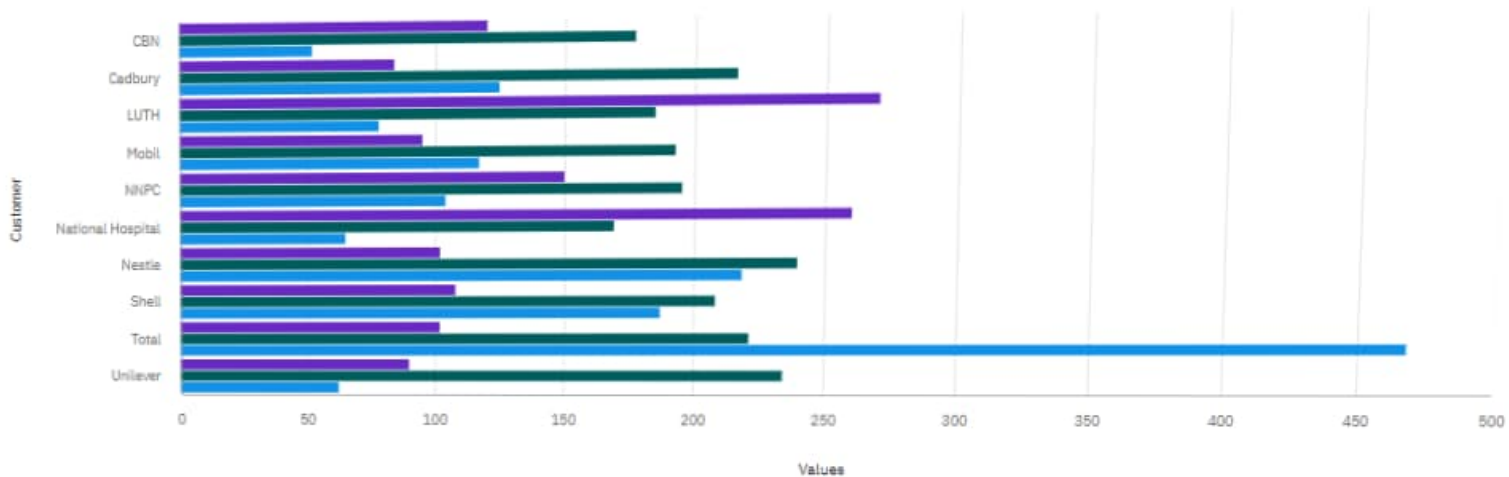
M.Sales, L.Sales and C.Sales by Location

Measures
● M.Sales ● L.Sales ● C.Sales
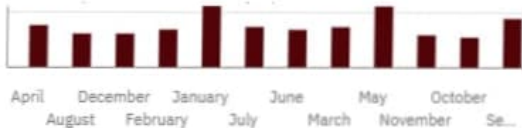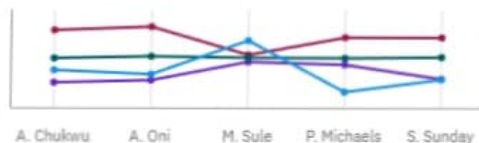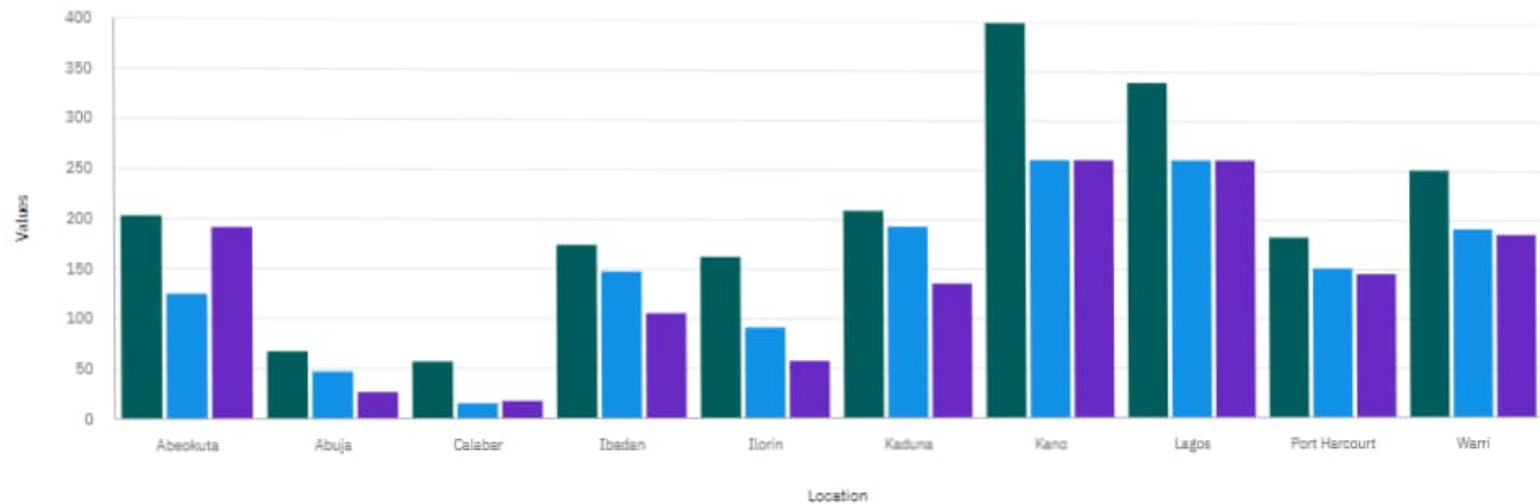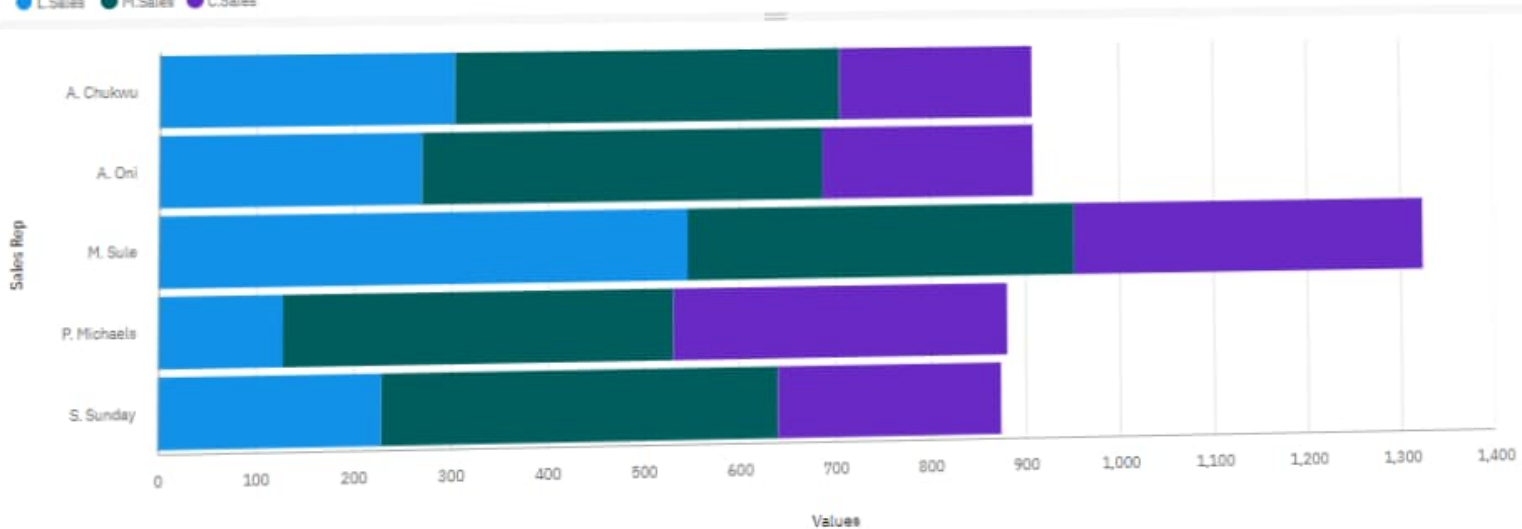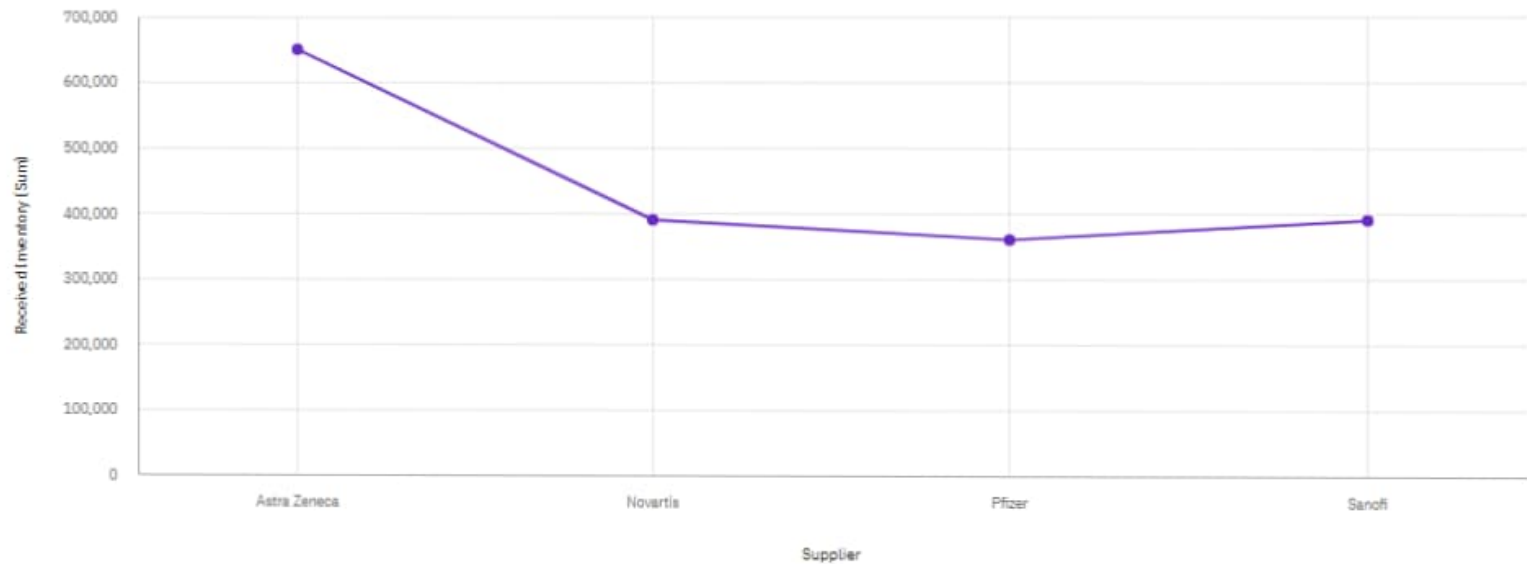
L.Sales, M.Sales and C.Sales by Sales Rep

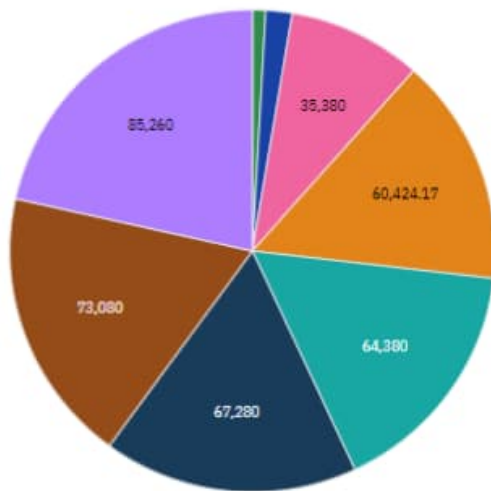**Measures**

● L.Sales ● M.Sales ● C.Sales

Received Inventory by Supplier
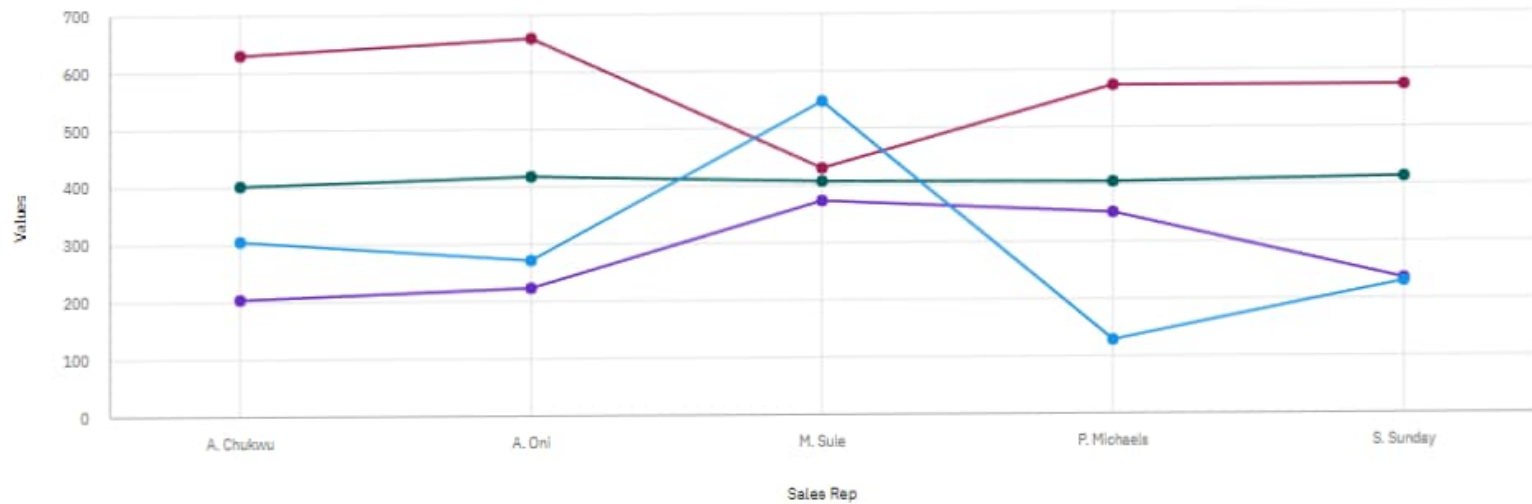
Inventory Stock by Warehouse Locations

Warehouse Locations

- In Transit
- Calabar
- Port Harcourt
- Apapa
- Kaduna
- Kano
- Ikeja
- Amuwo

- 35,380
- 60,424.17
- 64,380
- 67,280
- 73,080
- 85,260

L.Sales, M.Sales, C.Sales and Rep.Sales by Sales Rep

Measures

● L.Sales ● M.Sales ● C.Sales ● Rep.Sales

C.Sales, L.Sales and M.Sales by Month

Measures
● C.Sales ● L.Sales ● M.Sales

Values (y-axis: 0, 50, 100, 150, 200)

Month (x-axis: April, August, December, February, January, July, June, March, May, November, October, September)
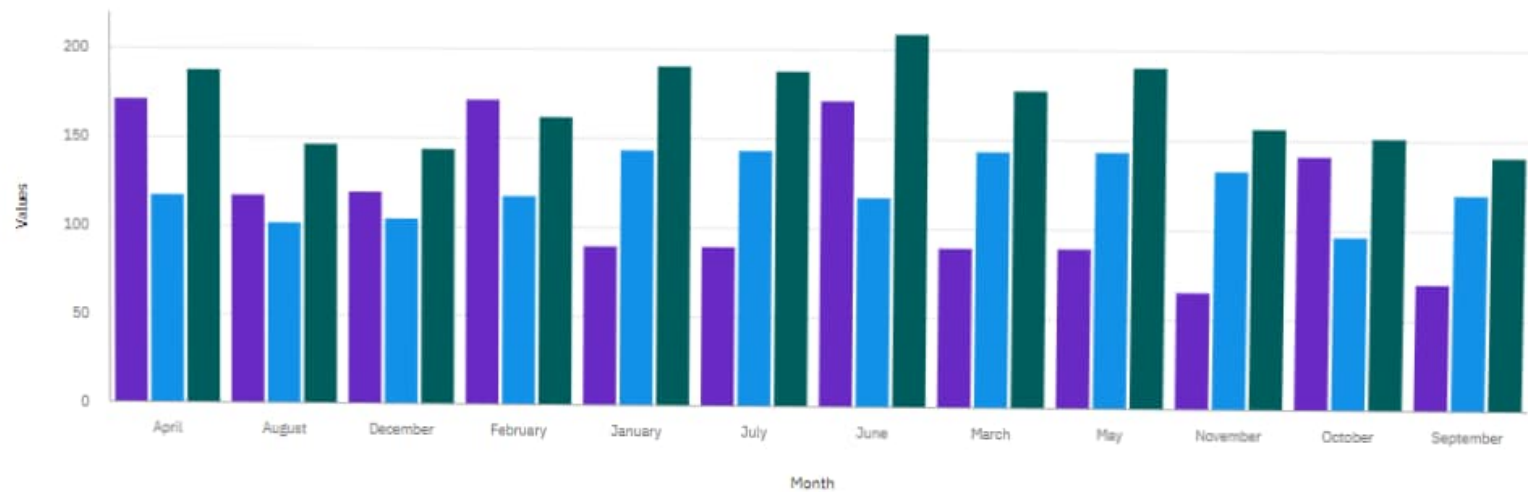
Actual and Received Inventory by Month

Measures
- Actual
- Received Inventory