

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.

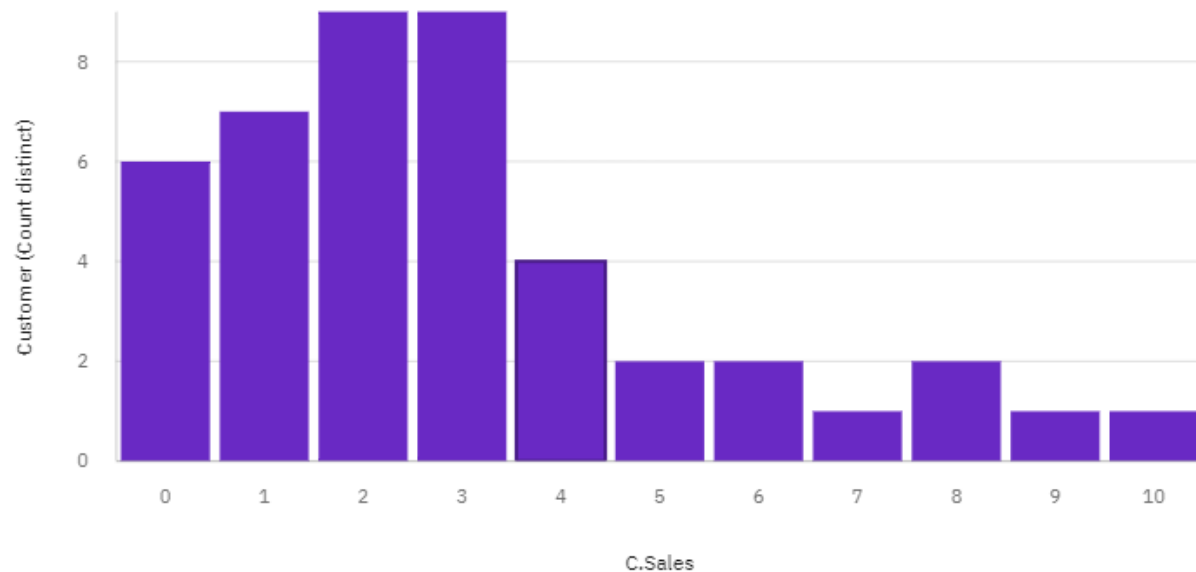
Task 5: Inventory Stock for Warehouse Locations.

Task 6: Sales Trend.

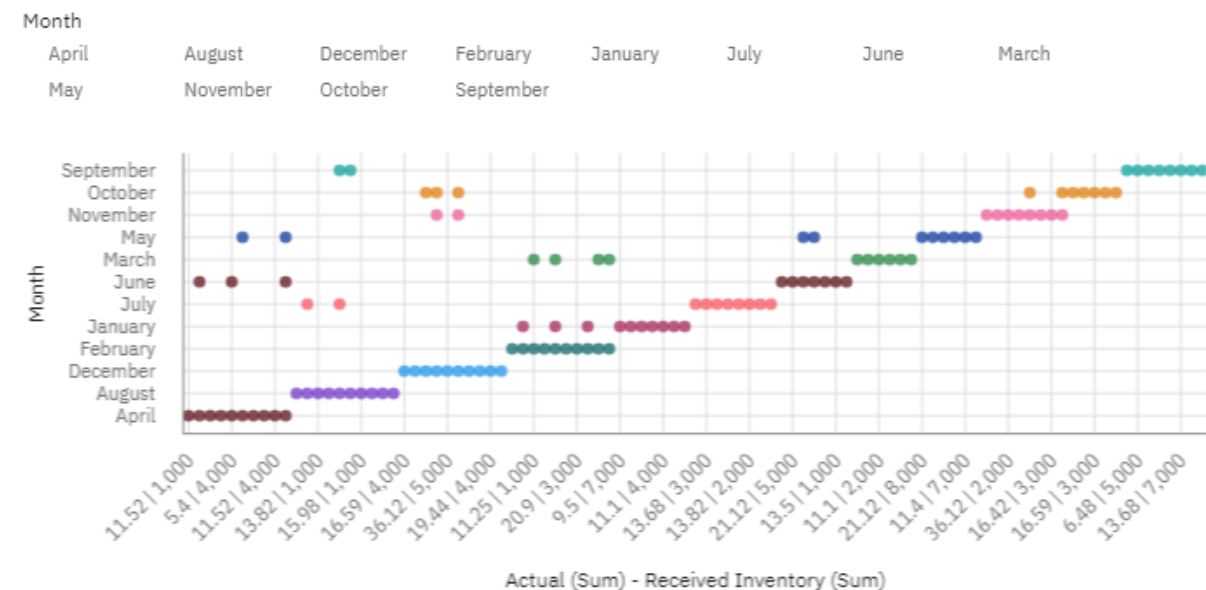
Task 7: Monthly Sales.

Task 8: Actual and Received Inventory by Month.

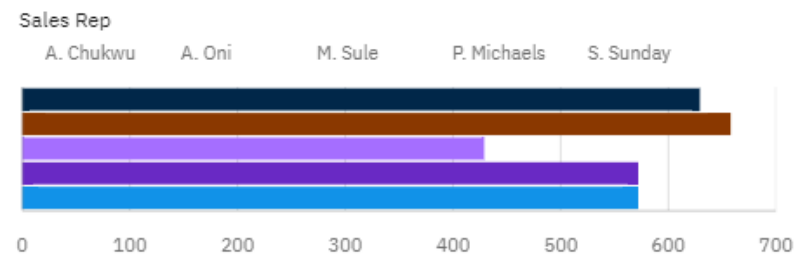
Customer by C.Sales



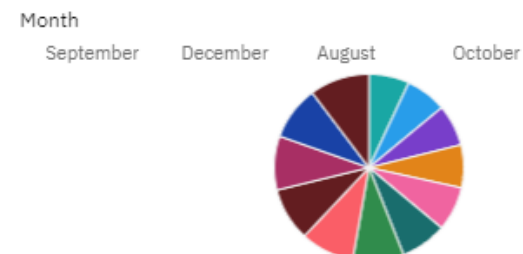
ActualReceived Inventory by Month colored by Month



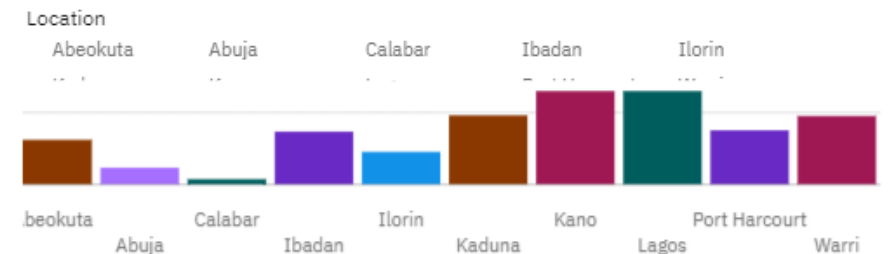
Rep.Sales by Sales Rep colored by Sales Rep



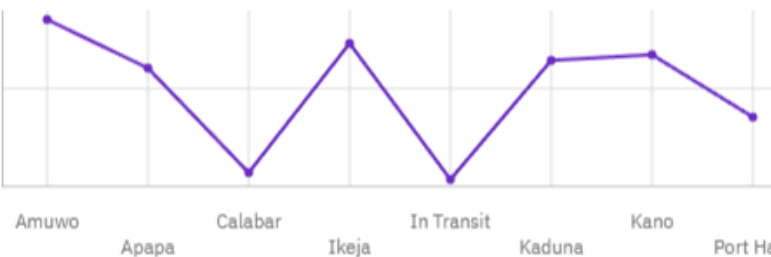
M.Sales by Month



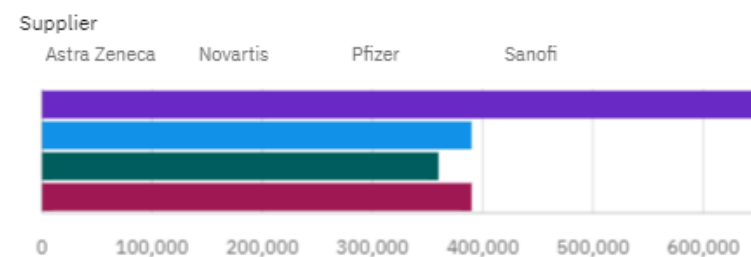
L.Sales by Location colored by Location



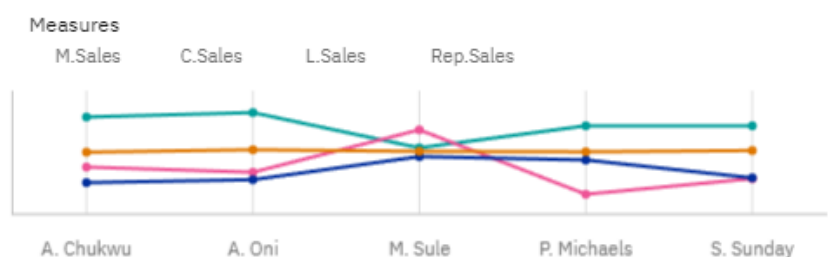
Inventory Stock by Warehouse Locations

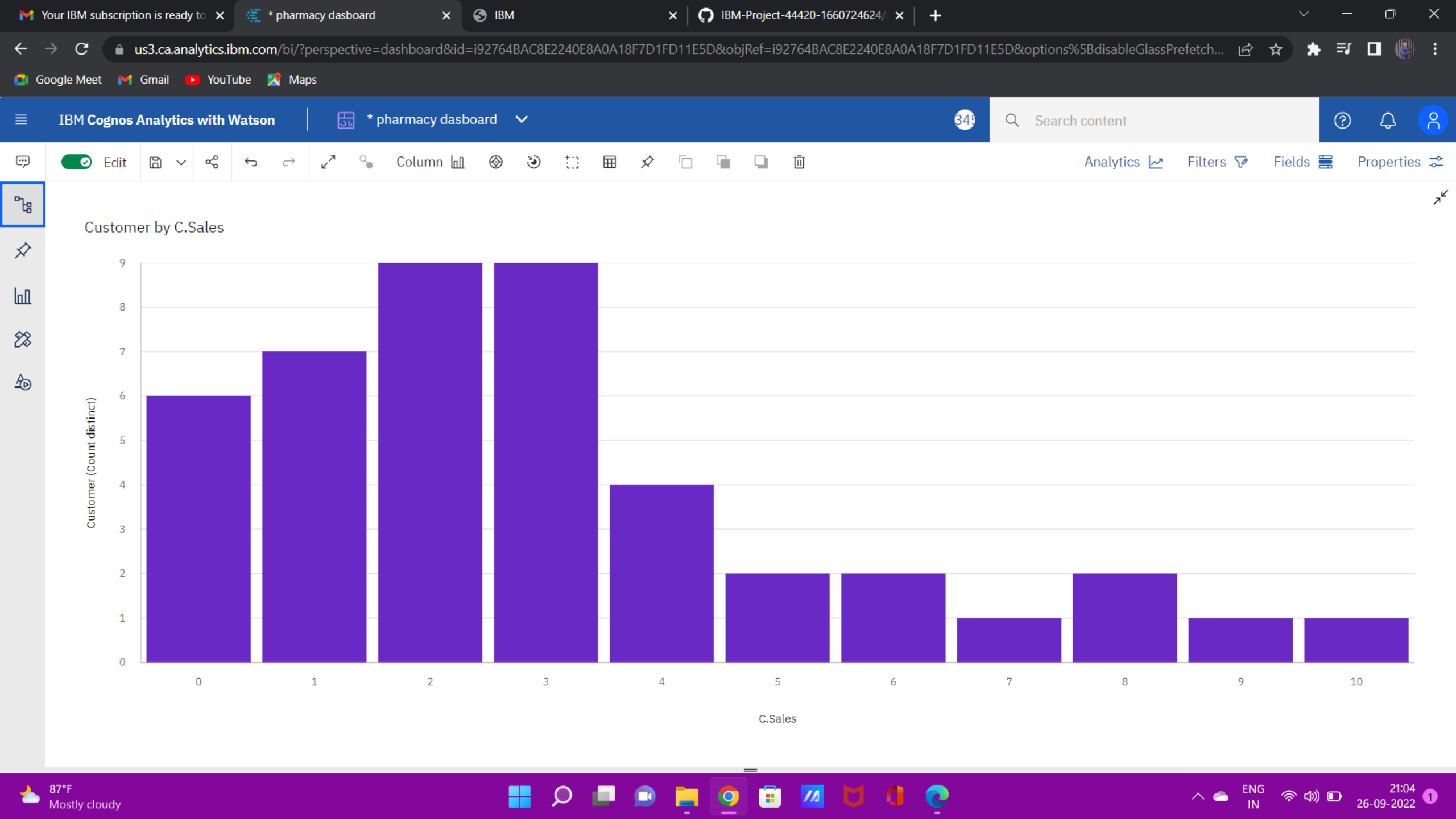


Received Inventory by Supplier colored by Supplier



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





Month by Received InventoryActual colored by Month

Month
April August December February January July June March May November October September

