

# Assignment – 2

## About the Pharma Dataset:

Let's understand the features of the dataset:

1. Month- January -December Months Data.
2. Customer- Hospitals & Organizations.
3. Period- Q1-Q4 are the four quarters which show the sales record quarterly.
4. Product- Different Tablets for diseases
5. Location-Sales in different regions,
6. Sales Rep- Sales Representative who sells pharma products.
7. Supplier-Pharmaceuticals companies are those who supply their products.
8. Warehouse Location- A warehouse location is a region where companies storing goods.
9. Actual-Actual sales for the product.
10. C.sales-Customer Sales for the product.
11. Inventory Stock: Inventory stock refers to the goods and materials that a business holds for the ultimate **goal of resale**.
12. L.sales-Location Wise Sales for the product.
13. M.sales-Monthly Sales for the product.
14. Received Inventory- Creating a safe, fast, and organized process for handling received inventory. Accurately track your goods from when they arrive in your warehouse to when they are shipped to your customer.
15. Rep. sales- Representative Sales for the product.
16. Target- Target sales for the product.

## TASK GIVEN

**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**

## Dashboard Screenshot





