

Project Design Phase-I

Proposed Solution

Date	09-OCTOBER- 2022
Team ID	PNT2022TMID05132
Project Name	GLOBAL SALES DATA ANALYTICS
Maximum Marks	2 Marks

Proposed Solution :

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	The user needs a way to track and maintain overall sales data so that he can make more profit. The user needs a strategy to market the products so that it reaches all people through media. The user finds the key performance indicators so that he can boost the annual sales and reduces customer churn.
2.	Idea / Solution description	A good sales dashboard is the solution. We can monitor the sales by its geographic location and track order purchases. We can monitor the monthly sales and stocks retained on each product. Create and approve sales orders, track order purchases, improve sales tracking and optimization of goods delivery.
3.	Novelty / Uniqueness	Provides Real-Time Data, Can Help the Team Set Goals, Gives a Clear Overview of Sales Activity, Allows for the Identification sales of growth opportunities and Identifies opportunities for improvement.
4.	Social Impact / Customer Satisfaction	Ensures sustainability in global market. Creates meaningful change in business approach. Trying to attract customers of all range.
5.	Business Model (Revenue Model)	A Sales dashboard enables direct insight into your revenue driving force, allowing you to plan, implement and improve with data-based decisions.
6.	Scalability of the Solution	The great thing about Sales Analytics is that it gives you answers, and you need to ask the right questions. With accurate insight into current customers, a higher retention rate, as well as increasing revenue, can be achieved. Having real-time insight into increasing and decreasing customers will allow your Sales Team to focus on the right clients at the right time and efforts are driven towards suitable clients. A Sales Dashboard helps you visualize your Sales data, which is helpful for efficient decision-making and analysis performance.