

Executive Summary

This sales analysis project provides a comprehensive overview of recent performance, highlighting key trends in revenue, order dynamics, product categories, and customer behavior. The actionable insights help drive business decisions and strategic planning.

Key Performance Metrics

- **Total Orders:** 1,000
- **Total Revenue:** ₹35,20,984.00
- **Average Revenue per Customer:** ₹3,520.98
- **Orders per Delivery Time (per period):** 5.53

Revenue Insights

- **By Occasion:** The revenue is well-distributed throughout the year, with notable peaks during major festivities and special days. Anniversaries and Raksha Bandhan stand out as top revenue-generating occasions, each nearly reaching ₹7,00,000.
- **By Category:** “Colors” products lead in category revenue at nearly ₹11,00,000, followed by Soft Toys and Sweets, each contributing substantially to overall sales. Cakes and Raksha Bandhan merchandise also show strong performance.
- **By Month:** Revenue is highly seasonal, with pronounced spikes in February and August, corresponding to the major occasions. Low revenue months suggest an opportunity for targeted promotions and campaigns.

Order Patterns

- **By City:** The top 10 cities account for the majority of orders, with Mumbai, Bangalore, and Delhi leading. Geographic concentration reveals where customer engagement is strongest and where expansion or marketing efforts could be prioritized.
- **By Hour:** Peak order times are commonly observed around afternoon and evening periods, valuable for operations planning and marketing campaigns.

Product Performance

- **Top Products:** The best-selling items by revenue include premium and gift-oriented products like "Magam Set" and "Quia Gift." These products individually surpassed ₹1,00,000 in sales.
- **High-Value Orders:** The higher average customer spend shows success in upselling and bundling strategies.

Customer & Operational Analysis

- **Delivery Efficiency:** The orders-to-delivery ratio suggests effective handling and fulfillment processes but may highlight areas to reduce lead times further for even greater customer satisfaction.
- **Customer Spend:** The relatively high average spent per customer indicates a loyal and engaged user base.

Recommendations

- Increase inventory and marketing focus on top-performing categories and high sales periods.
- Design campaigns targeting low-revenue months, leveraging top-selling categories for cross-promotion.
- Optimize delivery operations for peak time slots to ensure timely fulfillment and boost positive customer experiences.
- Continue monitoring product- and city-level data to identify new opportunities for geographic or segment-specific growth.

Conclusion

FNP's sales are strongest during festive and special occasions, with top revenue contributions from Anniversaries, Raksha Bandhan, and Holi. Key product categories like Colors, Soft Toys, and Sweets drive the most revenue. Major cities such as Bangalore, Delhi, and Gurugram lead in the number of orders, while average customer spending per order is high. Sales spike during peak seasonal months and at certain times of day, highlighting opportunities for targeted campaigns and improved delivery efficiency. Overall, the data emphasizes the importance of seasonal trends, product popularity, and regional demand in achieving business growth and customer satisfaction.