KPIs

**Total Revenue by Year**

select Sum(revenue) as Total\_Revenue, Year\_Established

from Accounts

group by Year\_Established;

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**Sector wise Revenue**

select Sector, sum(Revenue) as Total\_Revenue

from Accounts

group by Sector

order by Total\_Revenue desc;

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**Total Employees by Sector**

select Sector, sum(Employees) as Total\_employees

from (select Distinct Office\_Location, Sector, Employees

from Accounts) as distinct\_LOC

group by Sector

order by Total\_employees Desc;

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**Top selling product by sales agent**

select count(Sales\_Agent) as Total\_sales\_agent, Product

from [Sales Pipeline]

group by Product;

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**Most Selling Product**

select Sum(Revenue) as Total\_Revenue, Product

from [Sales Pipeline] SP

inner join Accounts A on SP.Account = A.Account

group by Product

order by Total\_Revenue desc;

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**Total Revenue by Regional Office**

select ST.Regional\_Office, sum(Revenue)as Total\_revenue

from [Sales Teams] ST

inner join [Sales Pipeline] SP on SP.Sales\_Agent = ST.Sales\_Agent

inner join Accounts A on A.Account = SP.Account

group by ST.Regional\_Office

order by Total\_revenue desc;

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**Total products sold by Sale Agent**

SELECT Count(Product) AS Total\_Products, Sales\_Agent, Regional\_Office

FROM (

SELECT DISTINCT Product, SP.Sales\_Agent, Regional\_Office

FROM [Sales Pipeline] SP

INNER JOIN Accounts A ON SP.Account = A.Account

inner join [Sales Teams] ST on ST.Sales\_Agent = SP.Sales\_Agent

WHERE SP.Deal\_Stage = 'Won'

) AS Subquery

GROUP BY Sales\_Agent, Regional\_OFfice

order by Total\_Products desc;

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Description automatically generated**

**Top 5 Performer (Sales\_Agent)**

select top (5)Sales\_Agent, sum(Revenue) as Total\_Revenue

from [Sales Pipeline] SP

inner join Accounts A on SP.Account = A.Account

where Deal\_Stage ='Won'

group by Sales\_Agent

order by Total\_Revenue desc;

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