Sales Manager:

Hi Kunal!

- We need to improve our ==internet sales reports== and want to move from static reports to ==visual dashboards.==
- Essentially, we want to focus it on how much we have ==sold of what products==, to ==which clients== and how ==it has been over time==.
- Seeing as each ==sales person== works on different products and customers it would be beneficial to be able to ==filter them also==.
- We measure our numbers against ==budget== so I added that in a ==spreadsheet== so we can compare our values against performance.
- The budget is for 2021 and we usually look ==2 years back== in time when we do analysis of sales.

User Stories:

No #	As a (role)	I want (request / demand)	So that I (user value)	Acceptance Criteria
1	Sales Manager	To get a dashboard overview of internet sales	Can follow better which customers and products sells the best	A Power BI dashboard which updates data once a day
2	Sales Representative	A detailed overview of Internet Sales per Customers	Can follow up my customers that buys the most and who we can sell ore to	A Power BI dashboard which allows me to filter data for each customer
3	Sales Representative	A detailed overview of Internet Sales per Products	Can follow up my Products that sells the most	A Power BI dashboard which allows me to filter data for each Product
4	Sales Manager	A dashboard overview of internet sales	Follow sales over time against budget	A Power Bi dashboard with graphs and KPIs comparing against budget.