

# SALES PERFORMANCE DASHBOARD

Visualizing key metrics to track sales success



### SALES PERFORMANCE DASHBOARD

### **DASHBOARD OVERVIEW**

METRIC	TOP PERFORMER	INSIGHT
Revenue by Product Category	Coffee	Highest revenue contributor
Sales Volume	Coffee	Most sold product
Store Performance	Hell's Kitchen	Leads in total revenue
Time Bucket	Morning	Peak transaction period



# REVENUE PRODUCT CATEGORY

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### **TOP REVENUE CONTRIBUTORS**

PRODUCT CATEGORY	TOTAL REVENUE
Coffee	\$12,500
Branded	\$3,200
Drinking Chocolate	\$2,100
Loose Tea	\$1,800
Packaged Chocolate	\$1,500
Flavours	\$1,200



## NUMBER OF SALES BY PRODUCT CATEGORY

### **SALES VOLUME ANALYSIS**

PRODUCT CATEGORY	NUMBER OF SALES
Coffee	320
Branded	85
Drinking Chocolate	70
Loose Tea	60
Packaged Chocolate	55
Flavours	50



## REVENUE BY STORE LOCATION

## STORE PERFORMANCE COMPARISON

AL REVENUE

Hell's Kitchen \$5,400

Lower Manhattan \$4,800

Astoria \$3,200



### SALES DISTRIBUTION BY TIME BUCKET

### **TIME-BASED SALES TRENDS**

TIME BUCKET	NUMBER OF SALES	
01. Morning	280	
02. Afternoon	150	
03. Evening	90	
04. Night	30	

# SUMMARY & STRATEGIC RECOMMENDATIONS

#### **KEY INSIGHTS AND ACTION PLAN**

#### **INSIGHT**

#### RECOMMENDATION

Best-Selling Item: Coffee Expand offerings and maintain stock levels

Top Store: Hell's Kitchen

Replicate successful strategies in other stores

Peak Time: Morning Focus marketing during morning hours

Underperforming Products Bundle with best-sellers, offer promotions