PROJECT TITLE- REVENUE DATA ANALYSIS

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Branch: CSE CORE
Course Name: Data Analytics

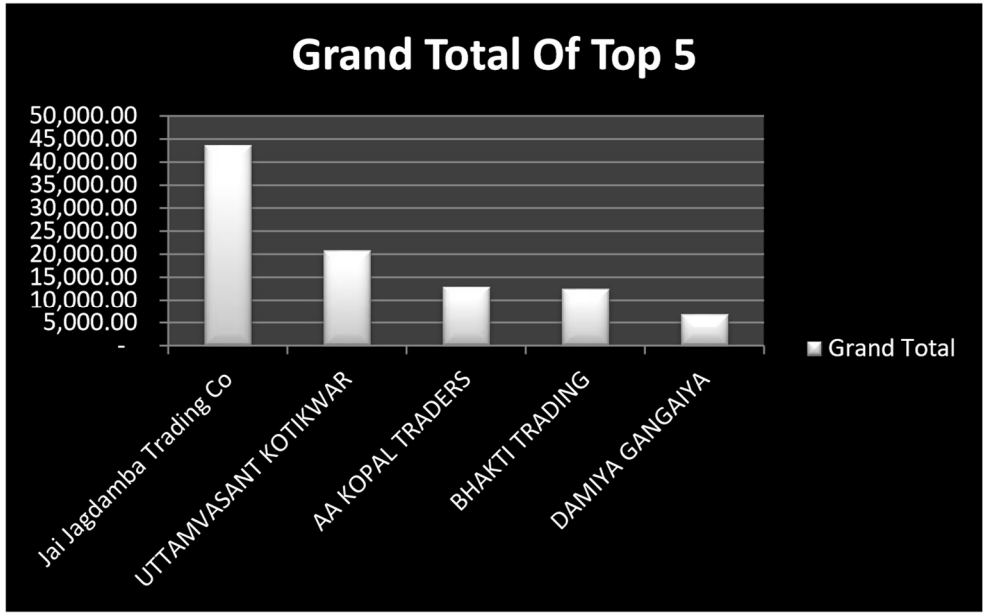
- **1. Introduction**
- In this project, I conducted a data analytics study to explore the revenue and sales trends of a business based on a dataset named Dataclean.csv. The dataset contains transaction-level data including invoice details, customer names, cities, sales volume in quintals, and revenue. The goal of the project was to identify patterns, top-performing customers and cities, and generate visual insights that could be used for better business decision-making.
- **2. Dataset Overview**
- **Total Records:** 88 • **Columns in Dataset:**

  - **DATE**: The date of each transaction
  - **BILL NO.**: The invoice number
  - **RECIEVER**: Name of the buyer or customer
  - **CITY**: City where the transaction occurred
  - **QUINTAL**: Quantity sold (in quintals)
  - **AMOUNT**: Revenue earned from that transaction
  - **MONTH & YEAR**: Time features extracted from the date
  - **REVENUE_PER_QUINTAL**: Calculated revenue per quintal (constant value)
- The dataset was clean and mostly structured.

3.Data Analysis and Visualizations

- **Monthly Sales Trend:**
- I grouped the data by Month and calculated the total revenue:
- **Highest revenue months**: June and July
- **Lowest revenue months**: April and March
- This indicates the business has a strong mid-year performance.
- **Top 5 Customers:**

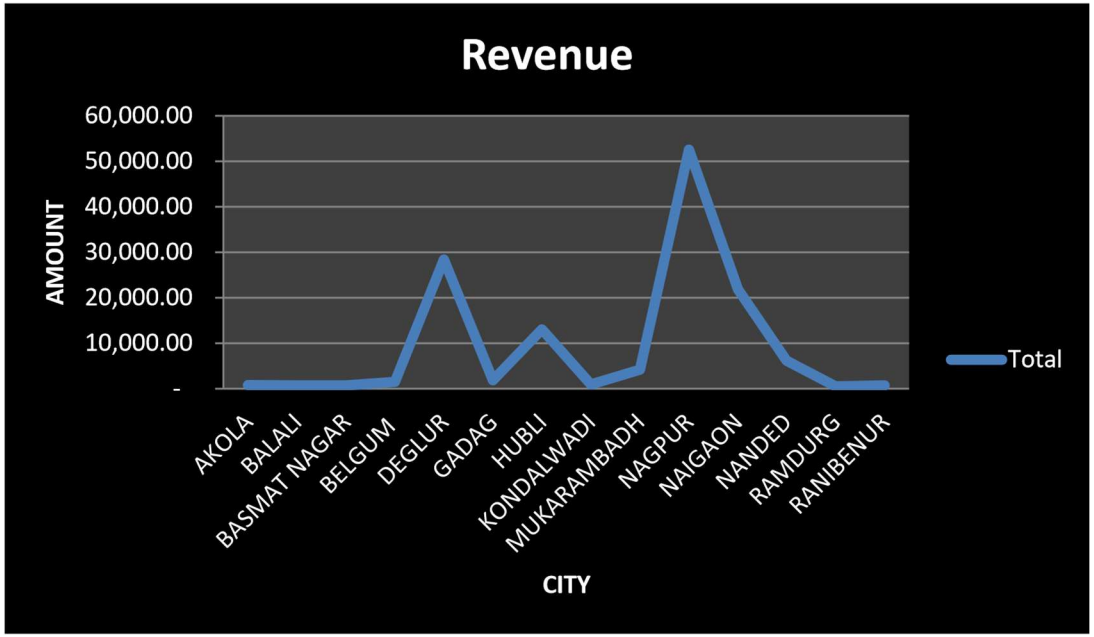
- Using both Python and SQL, I identified the top 5 receivers by revenue:
- Jai Jagdamba Trading Co.
- Uttambasant kotikwar
- AA kopal
- Bhakti trading
- Damaiya Gangaiya



4. Tools and Technologies Used

Tool	Purpose
Python (Pandas, Matplotlib, Seaborn)	Data cleaning, analysis, and visualization
SQLite	Writing and executing SQL queries
Excel	Dashboard creation using pivot charts
Jupyter Notebook	Combined code execution and documentation

Cities With Maximum Revenue



5. **Conclusion**

This project helped me apply my data analytics skills using Python, SQL, and Excel. I was able to derive valuable business insights from a relatively small dataset by using the right tools and techniques. The visualizations provided clear patterns in terms of sales trends, customer behavior, and city performance.