

2.a. Overall profit percentage and commission for sales against each sales representative.

| Sales Rep %GT Sum of Profit | |
|-----------------------------|----------------|
| Ben | 48.35% |
| Jacob | 51.65% |
| Total | 100.00% |

2.b. Sales representative-wise total number of work shifts (monthly basis) and work shifts (day & night) trends against the sales representative.

| Sales Rep | Shift | Sum of Weekday |
|-----------|-------|----------------|
| Ben | Day | 50 |
| Ben | Night | 81 |
| Jacob | Day | 81 |
| Jacob | Night | 50 |
| Total | | 262 |