

Week 8: SQL Query Results

Tasks:

1. Sales Performance Analysis

- What are the total sales for each product? (Identify the top-selling products)

Product Name	TotalSales
Ionclotide	169083391.0
Tetratanyl	126091294.0
Sumanazole	113861431.0
Betanem	107073473.0
Docstryl Rivacin	103811886.0
Travoloride	101167660.0
Propratecan	100878712.0
Ketastadil	97313783.0
Nevanide Actozide	96643552.0
Cephozumab Synmethate	95320320.0

Above table shows the top ten products by total sales

- How do sales vary month by month within a specific year? (Analyze monthly sales trends)

Month	MonthlySales
June	266668391.0
July	260488775.81559
September	260251610.0
November	252067510.0
August	233834675.0
May	223634799.0
December	220759542.0
October	219338825.0
March	214767956.0
February	208995889.0
April	188800584.0
January	151872184.0

Above table shows results for the months in the year **2017** with **June** being the top selling month

Month	MonthlySales
March	383719035.0
June	363998450.0
October	359835083.0
July	306998901.0
November	296837587.0
September	292590631.0
August	278169723.0
February	275072608.8
January	253930252.0
April	246410405.8
May	234452510.0
December	214882167.0

Above table shows result for the months in the year **2018** with **March** being the top selling month

Month	MonthlySales
August	480255331.0
March	302285008.0
February	288755289.0
November	255114585.0
September	242034909.0
December	233081242.22373
April	229413671.0
May	207988847.256097
June	205000919.3
July	201712696.0
October	187630559.0
January	97664076.0

Above table shows result for the months in the year **2019** with **August** being the top selling month

Month	MonthlySales
December	306284161.0
November	304782873.0
July	273336455.0
September	235110435.0
June	228365678.0
March	208029649.0
October	204843892.0
February	199306041.0
May	199111059.0
August	194367631.0
January	170724633.0
April	135409908.0

Above table shows result for the months in the year **2020** with **December** being the top selling month

2. Sales by Location

- Which cities have the highest total sales? (Identify top cities by sales volume)

City	TotalSales
Butzbach	93561780.0
Baesweiler	64890501.0
Cuxhaven	56006680.0
Friedberg	52183634.6
Altenburg	50885320.0
Emsdetten	45939009.0
Bottrop	44454616.0
Freising	43779381.0
Trier	43495626.0
Castrop-Rauxel	42066659.9681

Above table shows the top 10 cities by sales volume

- How do sales compare across different countries? (Analyze sales performance by country)

Country	TotalSales
Germany	11118107840.3954
Poland	680879801.8

Above table shows comparison between two countries with Germany outperforming Poland.

3. Customer Segmentation

- What is the total sales by customer type (e.g., Hospitals, Pharmacies)?

Channel	TotalSales
Pharmacy	6218312138.68666
Hospital	5580675503.50875

Above table shows total sales by customer type with Pharmacy outperforming Hospitals

- How do sales differ across various sectors (e.g., Government vs. Private buyers)?

Sub-channel	TotalSales
Retail	3343096900.39119
Government	3058240247.94598
Institution	2875215238.29547
Private	2522435255.56278

Above table shows total sales by various sectors with Retail being the top

4. Product Analysis

- What are the top-selling products within each drug class?

Product Class	Product Name	TotalSales
Analgesics	Ionclotide	169083391.0
Analgesics	Sumanazole	113861431.0
Analgesics	Betanem	107073473.0
Analgesics	Ketastadil	97313783.0
Analgesics	Neuropogen Empibax	91751275.0
Analgesics	Topifribrate	91617372.0
Analgesics	Flutacerol	90814755.0
Analgesics	Acelimus	86676994.0
Analgesics	Alimmethate Insudase	84649344.0
Analgesics	Symbitrim	83613856.0

Above table showing top 10 selling products in the drug class Analgesics

Product Class	Product Name	TotalSales
Antibiotics	Nevanide Actozide	96643552.0
Antibiotics	Cephozumab Synmethate	95320320.0
Antibiotics	Antilamin Clinbital	88890344.0
Antibiotics	Pulmofine	80845504.0
Antibiotics	Pentastarin	76115053.0
Antibiotics	Aspinavir Silovance	76098537.0
Antibiotics	Abatatriptan	74995424.0
Antibiotics	Thalilamide	71406342.81377
Antibiotics	Eproline	70999500.0
Antibiotics	Choriotrisin	69471436.3419

Above table shows top 10 selling products in the drug class Antibiotics

Product Class	Product Name	TotalSales
Antimalarial	Tetratanyl	126091294.0
Antimalarial	Propratecan	100878712.0
Antimalarial	Cyclovital	95107983.202429
Antimalarial	Amamadin	85510803.0
Antimalarial	HalCIFergen Nevazone	83684860.0
Antimalarial	Victomine	81731355.0
Antimalarial	Arivac	77235606.0
Antimalarial	Doxivorin	75478932.0
Antimalarial	Cogxone Levanide	73080266.0
Antimalarial	Microroban Afatigomar	66370300.0

Above table shows top 10 selling drugs in the drug class Antimalarial

Product Class	Product Name	TotalSales
Antipiretics	Symdocet	90842540.0
Antipiretics	Amavirase	86294452.0
Antipiretics	Kinenadryl	85768196.0
Antipiretics	Theopril	83626752.0
Antipiretics	Secrelazine Insonamic	75631241.9681
Antipiretics	Aprerase	72405432.0
Antipiretics	Decidenu Galantrigine	70617636.63317
Antipiretics	Ceftatana Serolamide	70276045.0
Antipiretics	Tracdomide	68514796.0
Antipiretics	Sevoderma	67383342.0

Above table shows top 10 selling drugs in the drug class Antipiretics

Product Class	Product Name	TotalSales
Mood Stabilizers	Acycnafine Microvate	94580262.0
Mood Stabilizers	Malavirine Alimdine	87770111.0
Mood Stabilizers	Trazozaprine	86836908.0
Mood Stabilizers	Antaparin Varizyme	85461183.0
Mood Stabilizers	Morphizolid Tianalin	84669620.0
Mood Stabilizers	Solasteride	83568680.0
Mood Stabilizers	Trazobalamin	82990189.658291
Mood Stabilizers	Alarudin Azarolac	82429893.0
Mood Stabilizers	Angioparin Brimosumab	75392372.0
Mood Stabilizers	Liomulin	71895740.0

Above table shows the top 10 selling drugs in the drug class Mood Stabilizers

- What is the average price for each class of drugs? (Analyze pricing by product class)

Product Class	AveragePrice
Antipiretics	469.047679610337
Analgesics	432.571071037519
Antibiotics	419.671056545607
Antiseptics	412.396698502988
Mood Stabilizers	400.493353441775
Antimalarial	337.66720801191

Above table shows the average price for each product class with Antipiretics coming out on top.

5. Sales Representative Performance

- Who are the top-performing sales representatives based on total sales?

Name of Sales Rep	Totalsales
Jimmy Grey	985969993.944742
Abigail Thompson	981056993.864903
Sheila Stones	958203898.244147
Daniel Gates	950658635.185934
Anne Wu	920168301.173581
Morris Garcia	901195482.5
Stella Given	888340902.41899
Jessica Smith	881698369.002429
Steve Pepple	875449982.57143
Mary Gerrard	875270762.91093
Erica Jones	871372192.0
Thompson Crawford	866964886.178331
Alan Ray	842637242.2

The table above shows the total sales by sales rep with Jimmy Grey as the best performing sales rep

- How does sales performance vary across different sales teams?

Sales Team	TotalSales
Delta	3635341331.33109
Charlie	2824969531.54967
Bravo	2757702458.93633
Alfa	2580974320.37833

Table above shows sales performance across different sales teams

6. Time Series Analysis

- What is the year-over-year growth in total sales? (Measure growth trends over the years)

Year	YearlySales
2017	2701480740.81559
2018	3506897353.6
2019	2930937132.77983
2020	2659672415.0

- Which months consistently have the highest sales volume? (Identify seasonal sales patterns)

Month	MonthlySales
August	1186627360.0
November	1108802555.0
March	1108801648.0
June	1064033438.3
July	1042536827.81559
September	1029987585.0
December	975007112.22373
February	972129827.8
October	971648359.0
May	865187215.256097
April	800034568.8
January	674191145.0

Table above shows the total sales per month, August, November, March have the highest sales.