Report

**Product Sales Analysis**

**Abstract:**

Understanding in-market performance is essential to sustain business growth and competitiveness in a time of customer demand and dynamic market environment "A comprehensive analysis of merchandise for ABC Company" This project aims to provide in-market growth, factors affecting sales, and actionable insights to improve ABC company's sales strategy.

**Objectives:**

Analyze historical sales data for patterns and trends. Evaluate the impact of marketing campaigns, pricing strategies, and seasonality on sales. Identify the best and worst performing items in the company’s portfolio. Look at customer segmentation and relationships with brands. Providing data-driven recommendations to optimize sales and revenue. Method: This project uses a combination of data mining techniques, statistical analysis and machine learning algorithms. We also use historical sales data, marketing campaign records, customer demographics, and pricing data. A variety of visualization tools and mathematical models are used to derive meaningful insights from the data.

**Conclusions**:

Our analysis reveals important insights, ex.- Seasonal changes in sales with a specific time peak. Positive impact of targeted marketing campaigns on specific product categories. Identifying the largest consumption items that contribute the most to the total revenue. Customer segmentation focusing on specific purchase behaviors and preferences.

**Keywords**:

Product Sales Analysis, Market Trends, Marketing Strategy, Customer Segmentation, Revenue Optimization.

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