



ALBERT J. SUPERSTORE

Satisfying all your needs.....

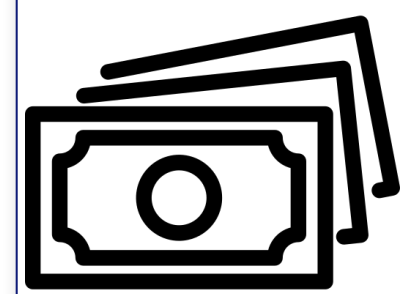
Sales Report from January - May 2020

TOTAL UNIT SOLD



110K

TOTAL SALES



\$44.36M

TOTAL PROFIT



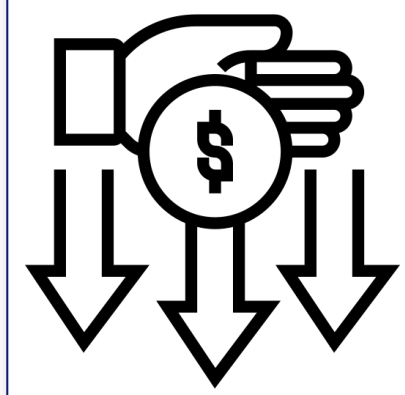
\$12.68M

AVERAGE ORDER VALUE



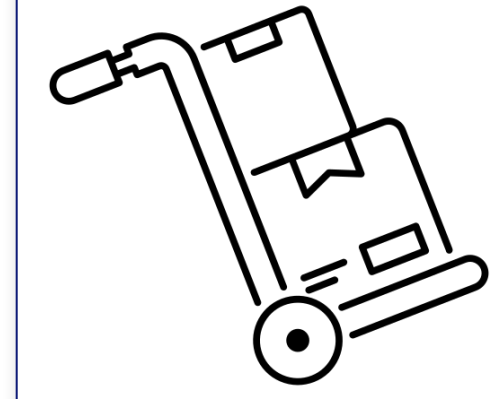
\$401.85

TOTAL COST



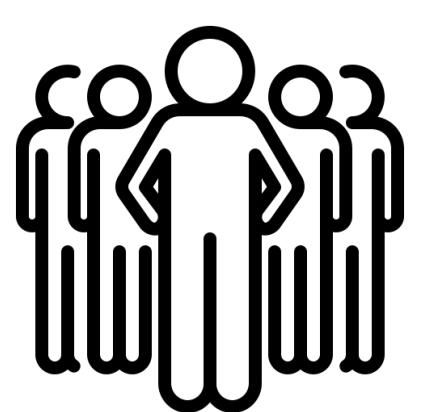
\$31.69M

TOTAL PRODUCT SOLD



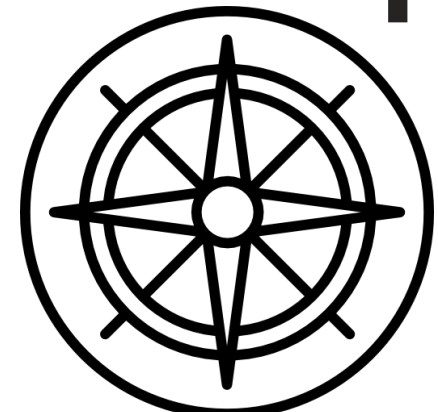
47

TOTAL SALES TEAM



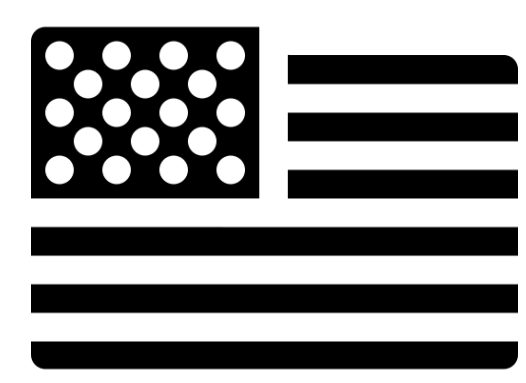
28

TOTAL SALES REGION



4

TOTAL STATE



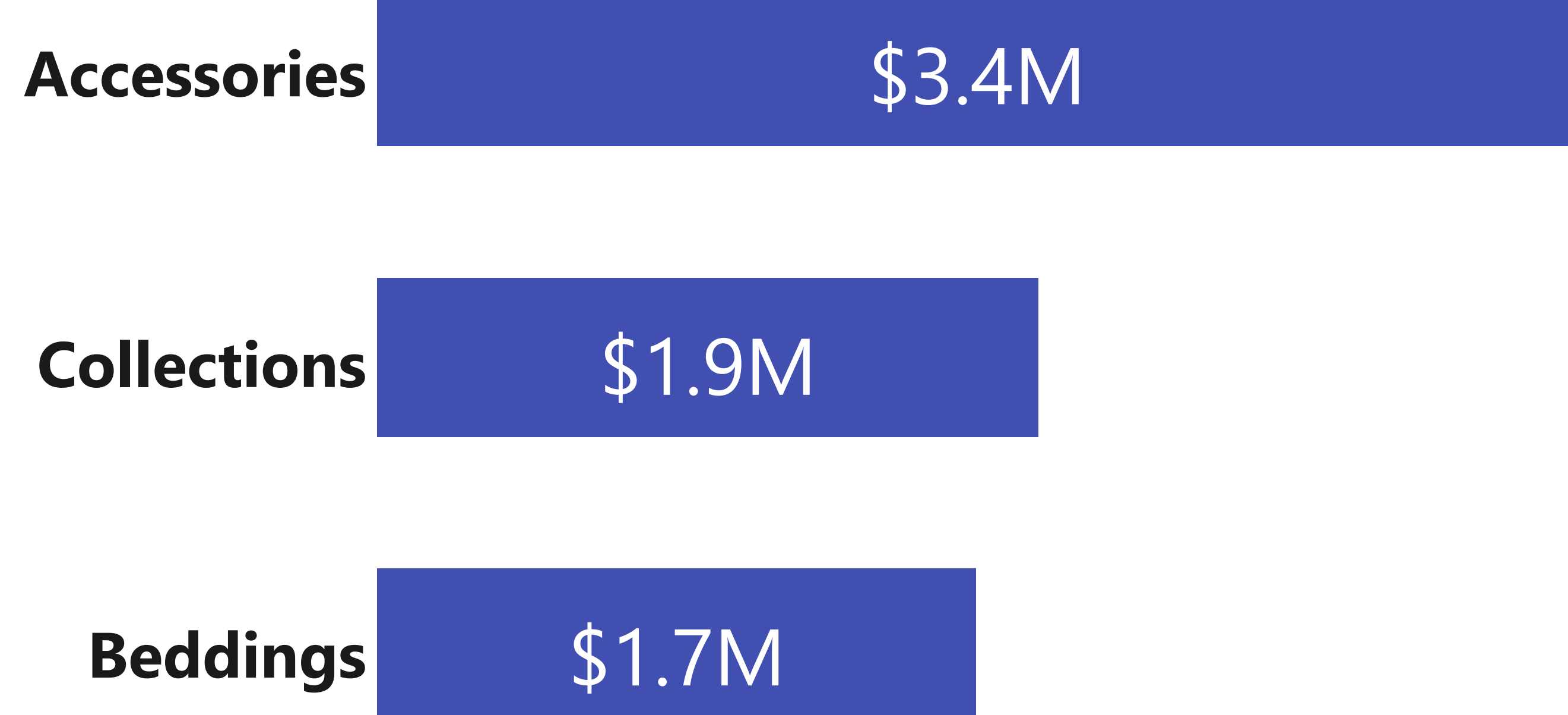
45

SALES REVENUE ANALYSIS

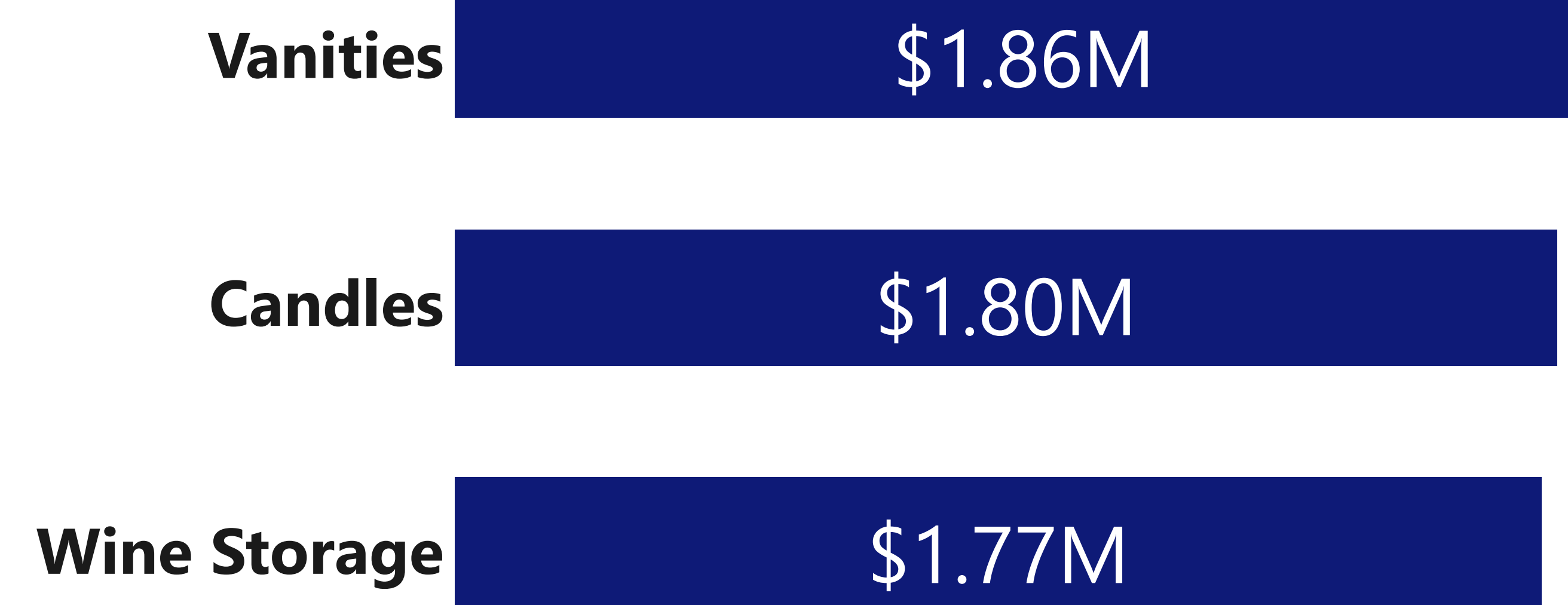
TOP 3 PRODUCT BY CATEGORY



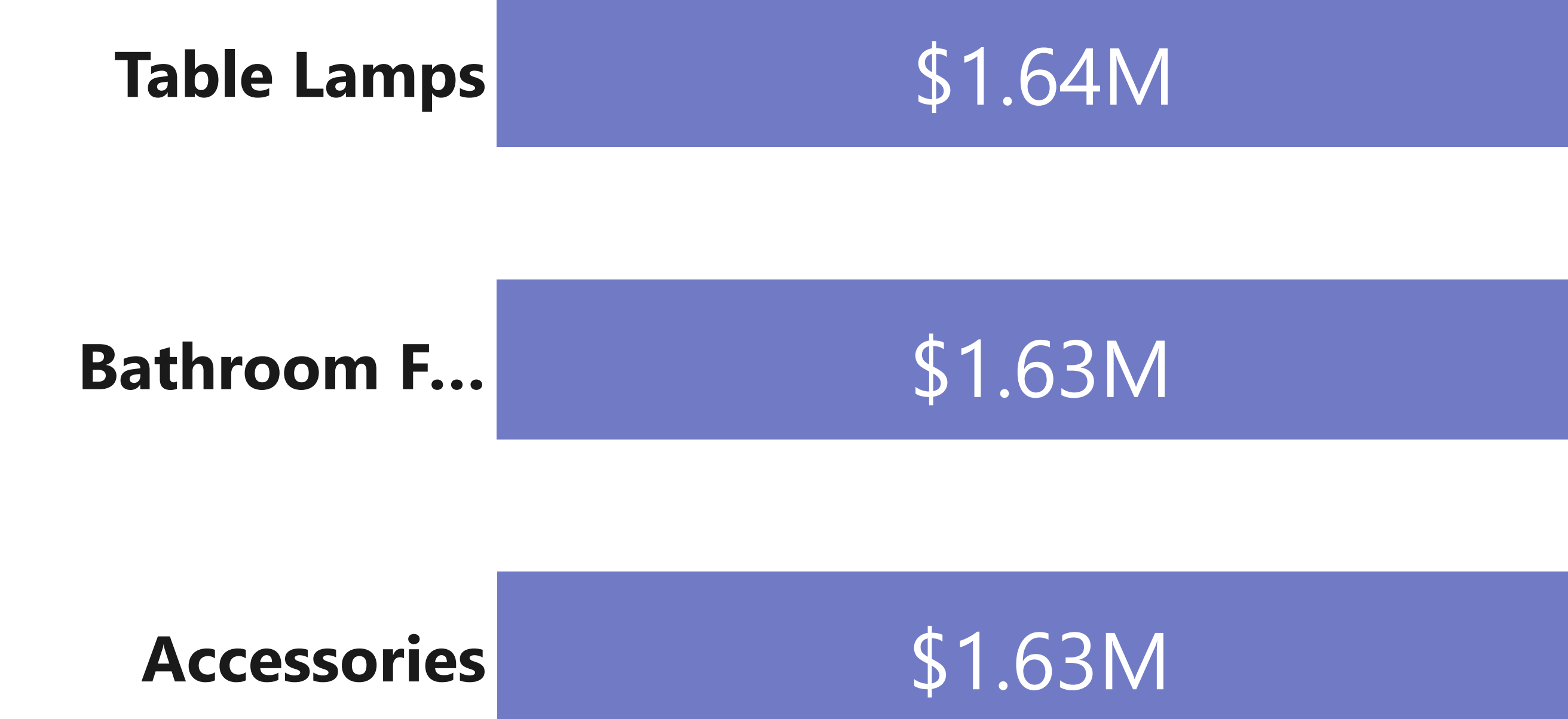
BOTTOM 3 PRODUCT BY CATEGORY



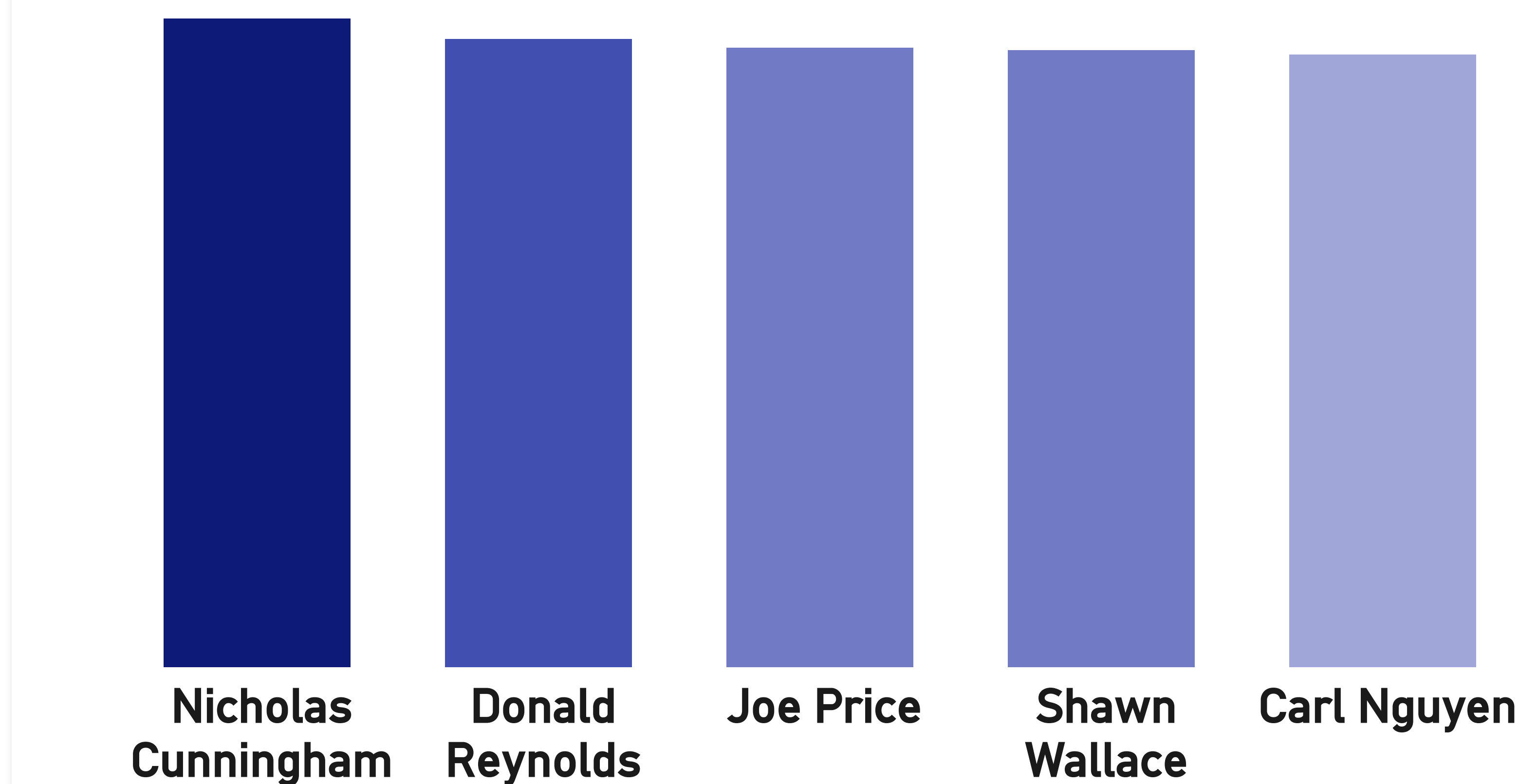
TOP 3 PRODUCT BY NAME



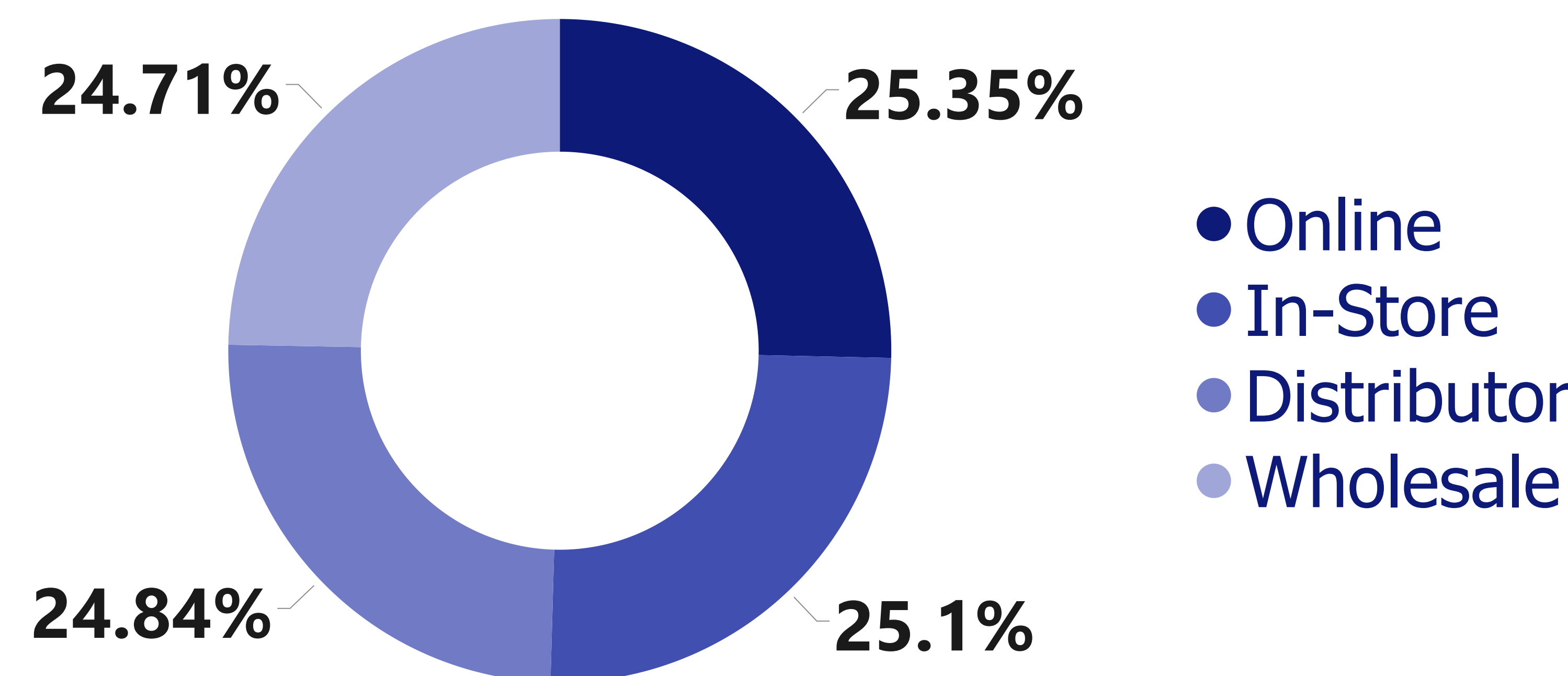
BOTTOM 3 PRODUCT BY NAME



TOP 5 SALES TEAM

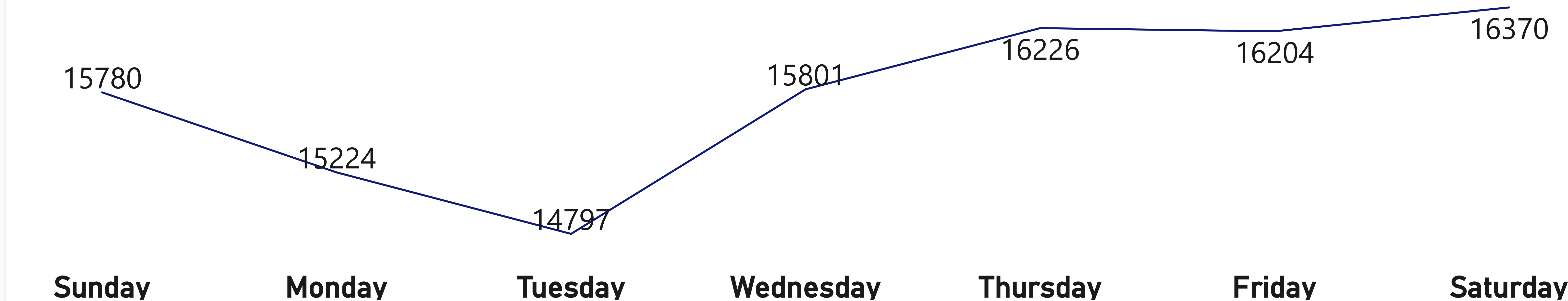


SALES BY SALES CHANNEL

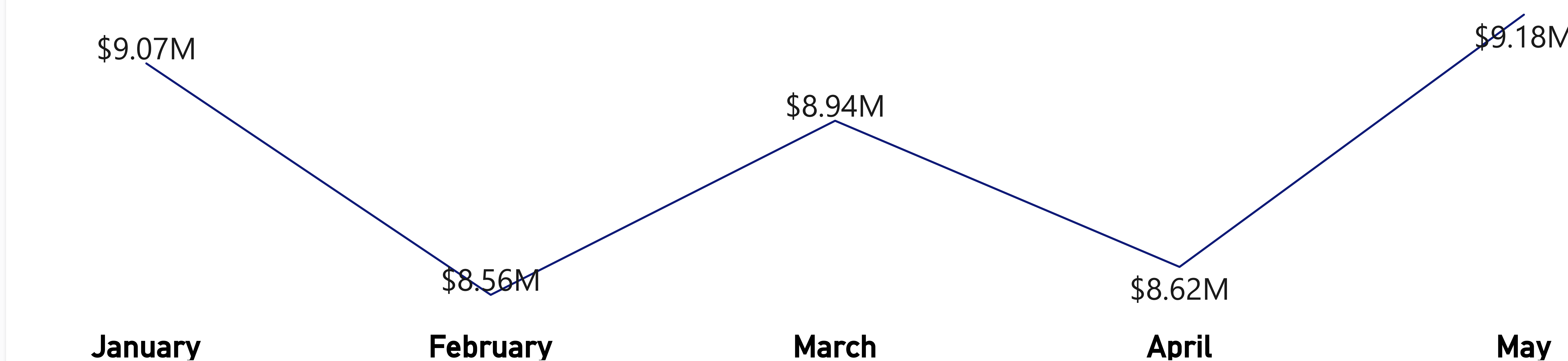


PERIODIC SALES ANALYSIS

DAILY UNIT SOLD ANALYSIS



MONTHLY SALES ANALYSIS



INSIGHT

- The sales channel with the highest number of sales is the online channel with a percentage sales of **25.35%**.
- Nicholas Cunningham sales team** generated the highest number of sales with total sales of **\$1.86million**.
- The number of orders increased significantly from **Thursday to its peak on Saturday** which is the busiest day that generated the highest number of sales.
- The month of **May** recorded the highest number of sales with a total sales of **\$9.18million** and total quantity of **22,821** items sold.
- Drinkware product category** generated the highest sales by product category with a total sale of **\$6.7million** but none of its product were among the listed best selling product by name.
- Vanities product** generated the highest number of sales with a total sales of **\$1.86million** and total quantity of **4,648** items sold but its product category was listed among the bottom 3 product by category.