Michael Okoko Buisness Report

Domonic – Sales Manager

Hi, Michael!

I hope you are doing well. We need to Improve our internet sales report and want to move from static reports to visual dashboards.

Essentially, we want to focus it on how much we have sold of what products, to which clients as well as the trend of it overtime.

Seeing as each salesperson works on different products and customers it would be beneficial to be able to filter them also.

We measure our numbers against budget so I added that in a spreadsheet so we can compare our values against performance. (\*\* I Created a hypothetical budget with dates for months in 2024 and 2023\*\*\*)

The budget is for 2024 and we usually look 2 years back in time when we do analysis of sales.

Let me know if you need anything else!

//Domonic