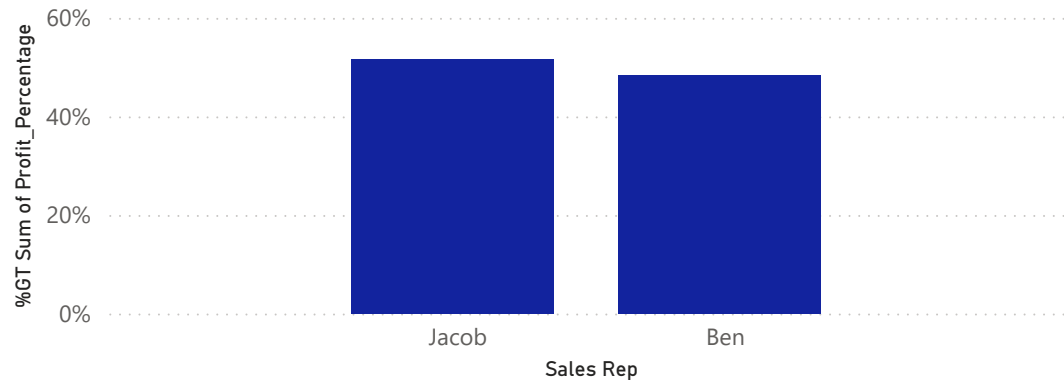




## Overall profit percentage and commission for sales against each sales representative

Sales Rep	%GT Sum of Profit_Percentage	Sum of Commission
Ben	48.35%	2,838.96
Jacob	51.65%	2,832.33
<b>Total</b>	<b>100.00%</b>	<b>5,671.29</b>

%GT Sum of Profit\_Percentage by Sales Rep



Sum of Commission by Sales Rep

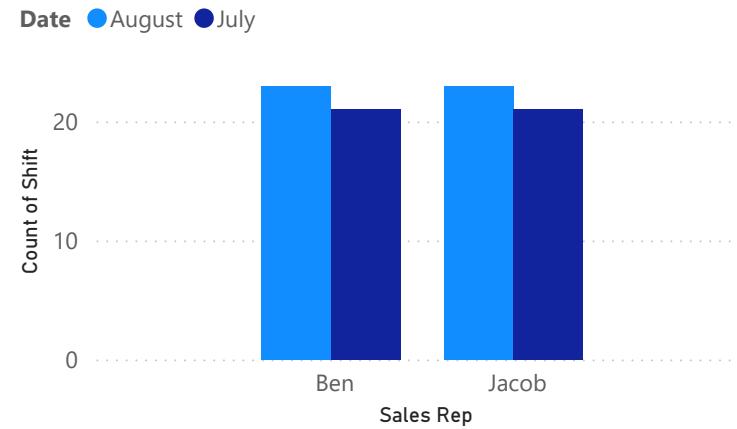


- we have assumed a commission of 5%.
- Overall profit percentage for Ben is 48.35% and commission is 2,838.96.
- Overall profit percentage for Jacob is 51.65% and commission is 2,832.33.
- From visuals we can see that Ben has earned more profit than Jacob.
- But also Jacob has earned more commission than Ben

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

Sales Rep	Count of Shift	Date
Ben	23	August
Ben	21	July
Jacob	23	August
Jacob	21	July
<b>Total</b>	<b>88</b>	

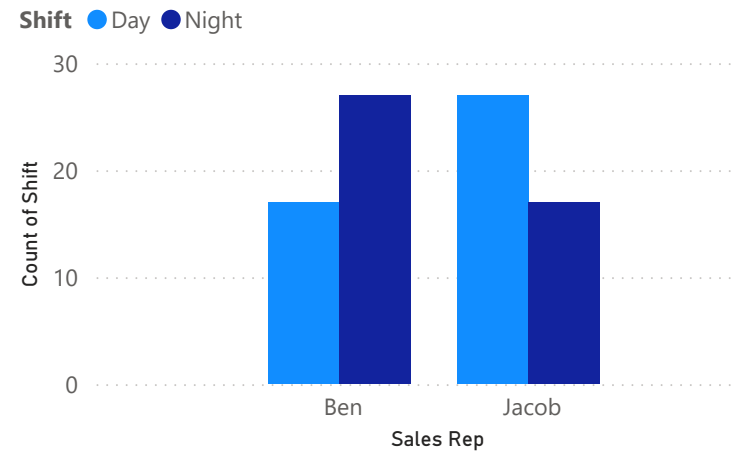
Count of Shift by Sales Rep and Date



- Both Ben and Jacob have performed more shifts in August than in July.
- Both have completed same number of shifts.
- The total number of shifts is 88 out of which 42 have been completed in July and 46 have been completed in August

Sales Rep	Shift	Count of Shift
Ben	Day	17
Ben	Night	27
Jacob	Day	27
Jacob	Night	17
<b>Total</b>		<b>88</b>

Count of Shift by Sales Rep and Shift

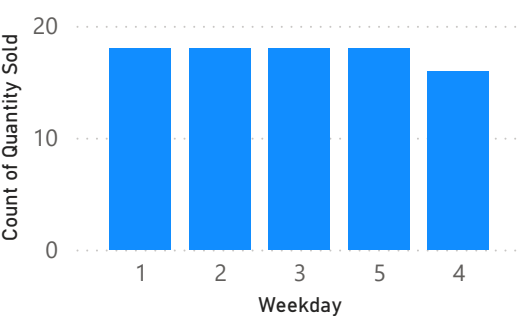


- Jacob has performed more Day shifts than Ben.
- Ben has performed more night Shifts than Jacob.
- Total 88 shifts have been completed by both of them combined.

1] What are the areas you find for further improvement in terms of business product sales?

- Its observed that sales of product is slightly lower on weekday 4 than other weekdays we should find the reason for it and work to improve sales on weekday 4.
- Decrease in commission can lower the selling price so more people will buy the products.

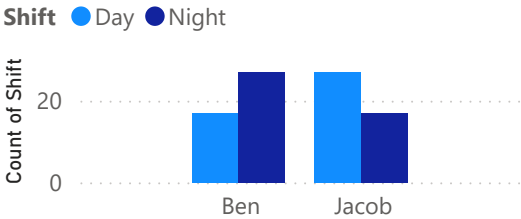
Count of Quantity Sold by Weekday



2] In which work shift does the sales representative mostly work?

- It depends on the convenience of the sales representative.
- For example, Ben mostly works in Night shift while Jacob works in Day shift.
- However they sometimes also work in alternative shifts if required.
- It depends on the convenience of sales representative and company schedule.

Count of Shift by Sales Rep and Shift



3] Is there any additional impact you find in business in terms of product sales trends?

- We can see that sales has increased in August as compared to July.
- It can signify the company progress in terms of sales of product from month to month.

Count of Quantity Sold wise sales by Date

