# Ecommerce Co. Finding:

Q1.Blu wants to analyze the transactions that have gross that are not negative. Further analysis is needed on a Deputy Manager level.

For a Deputy Managers named **Chris Gray** and **Carlos Grilo,** what is the total sales in Millions?

Ans: **Carlos Grilo =11.74 Million** and **Chris Gray =2.55 Million**

Q2.Blu management is interested to know the highest total sales contribution in the top territory made by DMs **Chris Gray** and **Carlos Grilo** jointly. What is the right answer?

Ans: **OH and NC Territory** made Highest Total Sales contribution of **11.13M** by both DM jointly Contribution

Q3.To analyze the effect of probable loss of gross margins due to un-optimized inventory levels, Blue wants to know if there’s an immense need to maintain higher levels of Inventory. Maintaining higher levels of inventory can pose a serious risk to business due to piling up of unused stocks.

In the process, Management wants to know that out of total sales availed, what percentage sale is due to the highest territory sum of sales. Also to make the inventory more robust, Management want to target the strong zone for this territory. For which territory the sales are the highest? Also Find the percentage contribution in sales due to this territory with respect to total sales. Analyze the highest sales year for this territory along with the strongest Non-Zero Quarter in it.   
Ans :

Overall Analysis

* **Territory with Highest Sales = PA**
* **Total Sales Highest Percentage Contribution = 33.06%**
* **Total Sales of Territory = 27.27M**

2013 Analysis as Highest sales Year

* **Territory with Highest Sales = PA and 11.87M**
* **Total Sales in 2013 = 19.84M**
* **Total Sales Highest Percentage Contribution = 14.39%**
* **Highest Sales Year = 2013 and 3rd Qtr has Non-Zero Strongest Quarter**

Q4.For the period years lower than 2010 during which stores have been opened, find out at which time (year, quarter, month) lowest rent was generated and how much?

(Note - You’ve consider only the quarter and months which are in the year having the lowest rent and having atleast value greater than 0)

Ans:

* Lowest Rent= **12929**
* Year and Month =**2006** **September**
* Qtr =**Quarter 3**
* Store Name = **Greensburg Fashion Direct**

Q5.The global business head is always on the lookout to expand the business to various new industries in existing regions where penetration is low.

For territories SC, NC, GA, OH and KY, what is the total number of units sold and out of it, much is the units sold for the Kids category?

Ans :

* Total No of units sold in this Territories is **169009**
* Total Unit Sold in Kids Category is **21004**