

# Walmart Sales Report Overview

This report provides a comprehensive analysis of sales performance . We will delve into sales, revenue , customer insights, inventory management and profit.

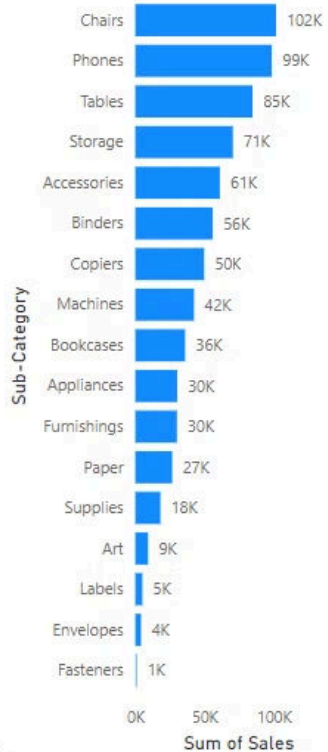


# Sales Analysis

- 1** Chairs, phones and tables are the most sold items
- 2** California state has the biggest market for Walmart
- 3** Sales boomed in 2014 when compared to the previous 3-years

## Sales Dashboard

### Sales by Sub-Category



### Total Sales

108K

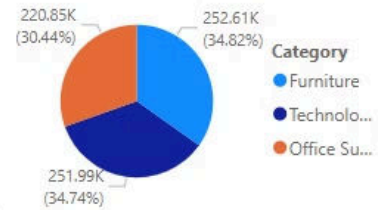
### Sales by State



### Total Profit

725K

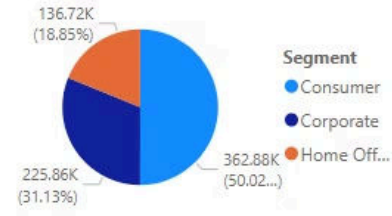
### Sales by Category



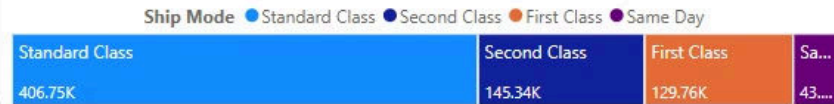
### Total Products

12K

### Sales by Segment



### Sales by Ship Mode



### Profit and Sales by Year

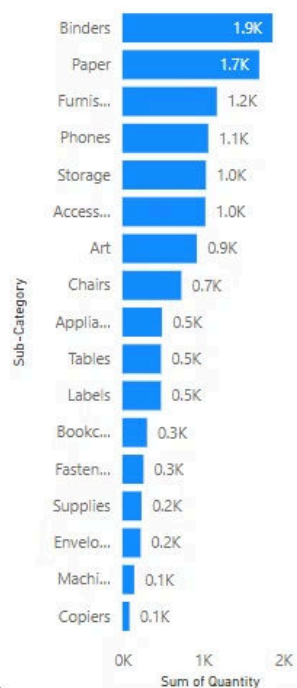


# Inventory Management

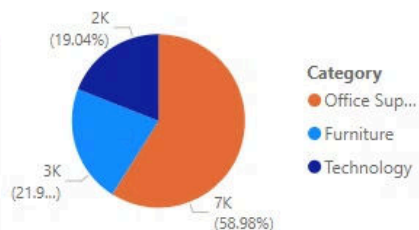
- 1** Sales peaked in 4th quarter during November & December
- 2** Staples & Clips are the most sold products
- 3** Office supplies is the most sold category

## Inventory Management

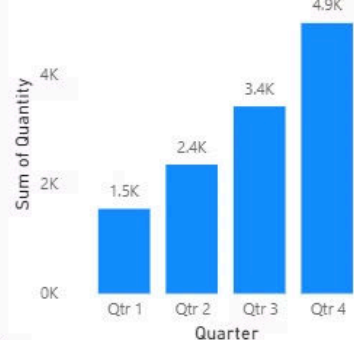
### Quantities Sold by Sub-Category



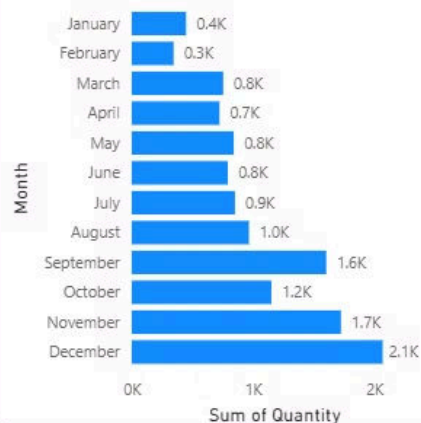
### Quantities Sold by Category



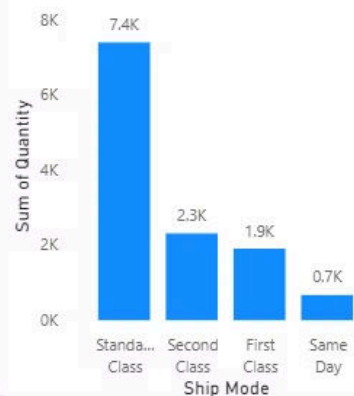
### Quantity Sold by Quarter



### Quantities Sold by Month



### Quantities Sold by Ship Mode



Product Name	Sum of Quantity
Staples	216
Wilson Jones Clip & Carry Folder Binder Tool for Ring Binders, Clear	32
Cardinal EasyOpen D-Ring Binders	31
Eldon Wave Desk Accessories	30
Eldon Shelf Savers Cubes and Bins	29
Logitech P710e Mobile Speakerphone	29
Vinyl Sectional Post Binders	29
Dana Halogen Swing-Arm Architect Lamp	28
Memorex Micro Travel Drive 16 GB	28
4009 Highlighters by Sanford	27
Flat Face Poster Frame	27
GuestStacker Chair with Chrome Finish Legs	27
Bevis 36 x 72 Conference Tables	26
Bretford Rectangular Conference Table Tops	26
Fellowes Officeware Wire Shelving	26
Newell 334	26
O'Sullivan 4-Shelf Bookcase in Odessa Pine	26
Recycled Pressboard Report Cover with Reinforced Top Hinge	26
SARGO Aero Folding Chair	26
Total	12266

# Customer Distribution Insights

- 1** More than 80% of the customers are from California & Washington state
- 2** Technology category has the least number of customers.
- 3** Raymond Buch is the most valuable customer

## Customer Distribution

Total Profit

108K

Total Sales

725K

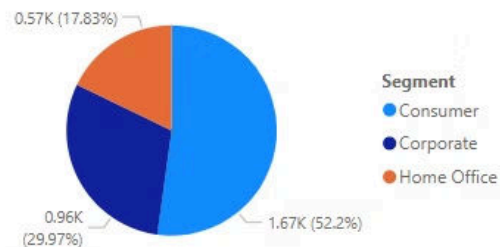
Total Customers

686

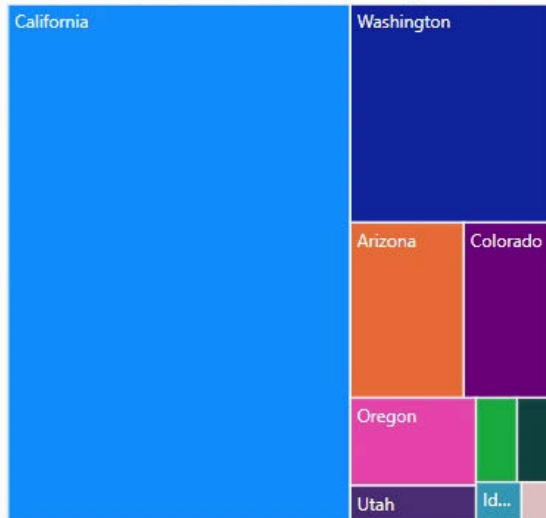
Total orders

3203

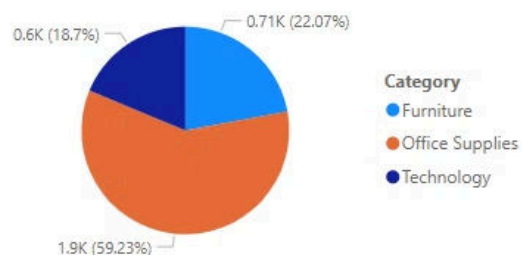
## Customer Distribution by Segment



## Customer Distribution by State



## Customer Distribution by Category



Customer Name	Sum of Profit	Sum of Quantity
Raymond Buch	6,807.09	23
Jane Waco	2,073.28	35
Fred Hopkins	1,991.90	25
Dennis Pardue	1,789.69	26
Robert Marley	1,598.51	17
Yana Sorensen	1,551.59	38
Alan Dominguez	1,535.89	17
Gary Hwang	1,185.40	49
Joseph Holt	1,148.73	31
Penelope Sewall	1,056.31	8
Jim Kriz	1,020.10	20
Harold Ryan	1,019.16	28
Rick Wilson	1,018.50	79
Ionia McGrath	975.77	19
Christopher Conant	965.86	10
Dan Reichenbach	951.53	30
Sample Company A	914.92	27
Erica Smith	910.83	23
Clay Ludtke	890.34	63
Karen Ferguson	878.44	34
William Brown	825.29	93
George Zrebassa	816.17	22
Mary Zewe	793.76	19
Arianne Irving	792.83	65
Anthony Johnson	772.55	58
Lena Radford	769.82	47
Joe Elijah	768.29	36
Neoma Murray	741.10	29
Jack Garza	729.71	5
John Lucas	725.69	27
Nick Cebasso	706.57	28
Total	1,08,418.45	12266

# Profit Analysis

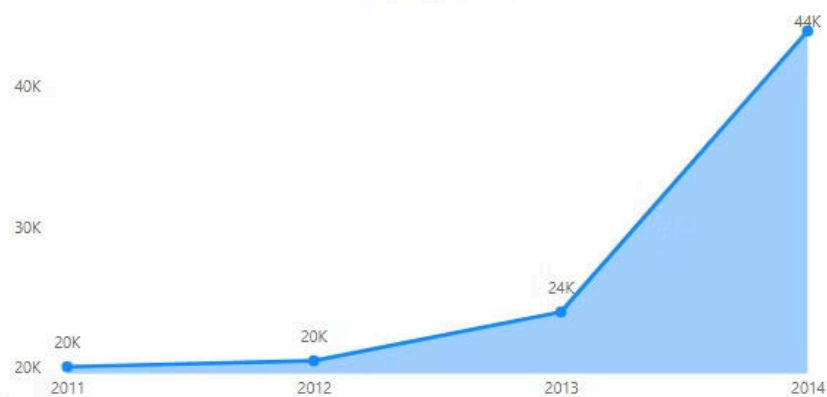
- 1** Profit is least in the 2nd quarter and highest in the 3rd quarter.
- 2** Profit is maximum in the month of March.
- 3** Profit increased gradually since 2011 and boomed in 2014.



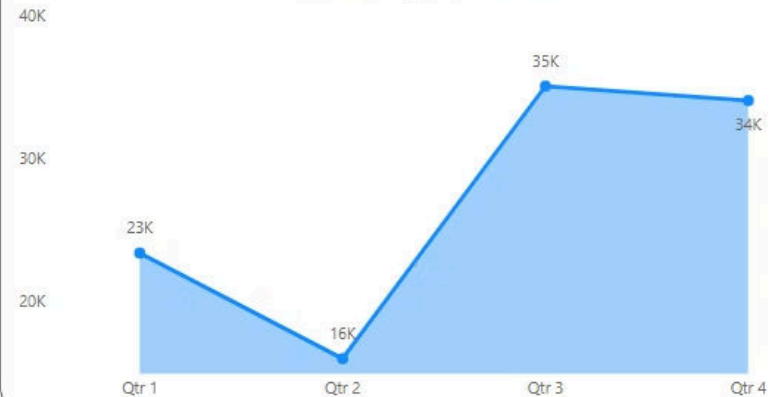
### Profit by Month



### Profit by Year



### Profit by Quarter



# Recommendations to improve the performance

**More focus should be directed towards 2nd quarter, since the profits are very low.**

**Furniture segment is the most profitable category. So, this segment can be expanded to more cities.**

**Stores in Arizona, Colorado are facing losses. Steps have to be taken to prevent losses.**

# Thank You