

# Employee Data Analysis using Excel



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# PROJECT TITLE



## Employee Sales Analysis using Excel



# AGENDA

1. Problem Statement
2. Project Overview
3. End Users
4. Our Solution and Proposition
5. Dataset Description
6. Modelling Approach
7. Results and Discussion
8. Conclusion



# PROBLEM STATEMENT

- ❖ By analyzing sales data, companies can make informed decisions about product offerings, pricing strategies , and marketing campaigns.
- ❖ Understanding individual performance allows management to adjust sales strategies. For example, high-performing techniques used by top salespeople can be replicated across the team
- ❖ It will help the HR manager to analysis the employees performance .And reduce the work of HR.
- ❖ Sales analysis can reveal specific areas where employees excel or struggle, allowing HR to tailor training programs to address these needs and improve overall sales effectiveness.
- ❖ Sales performance data can help HR identify potential leaders and create succession plans by recognizing employees who consistently achieve strong results and exhibit leadership potential.



# PROJECT OVERVIEW

- Understanding sales trends can help HR anticipate staffing needs, ensuring that the company has the right number of employees with the right skills to meet future demand.
- Sales performance data can help HR identify potential leaders and create succession plans by recognizing employees who consistently achieve strong results and exhibit leadership potential.
- By recognizing and rewarding employees based on their sales achievements, HR can boost morale and engagement, fostering a more motivated and productive workforce



# WHO ARE THE END USERS?

- ❑ Human Resource manager is the end user of this analysis this will help the manager to analysis the employee performance in sale departmenet and also the manufacturing department also by analysing the total amount of product or unit sold in the company
- ❑ It helps to evaluate the company performace in the market and also help to understand the demand and supply chain in the market

# OUR SOLUTION AND ITS VALUE PROPOSITION



# Dataset Description

- 1: EMPLOYEE ID
- 2: NAME OF THE EMPLOYEE
- 3: SALARY
- 4: PRODUCT
- 5: REGION
- 6: UNIT SOLD
- 7: COST PER UNIT
- 8: PRODUCT
- 9: COST OF SALES
- 10: PROFIT



# THE "WOW" IN OUR SOLUTION



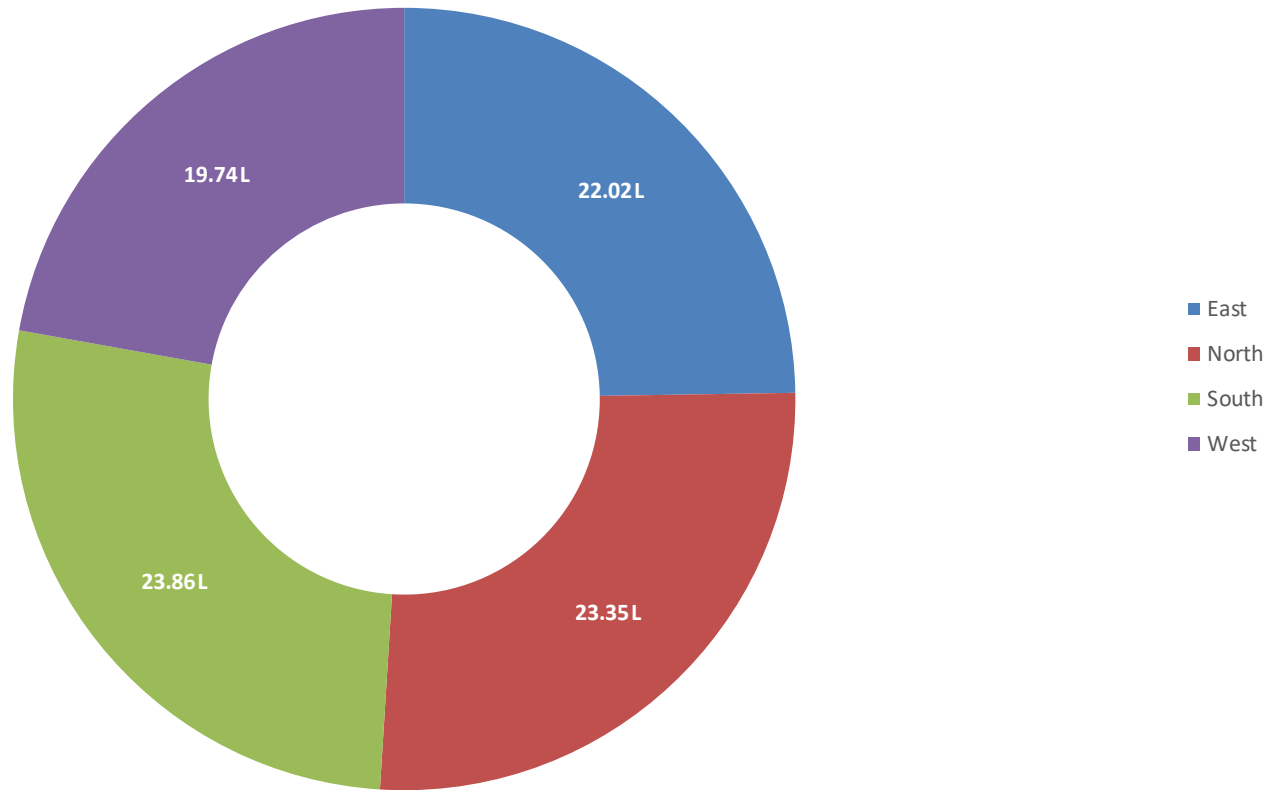
- We have use the PIVOT TABLE analysis in the dataset and also use charts to represent the data .



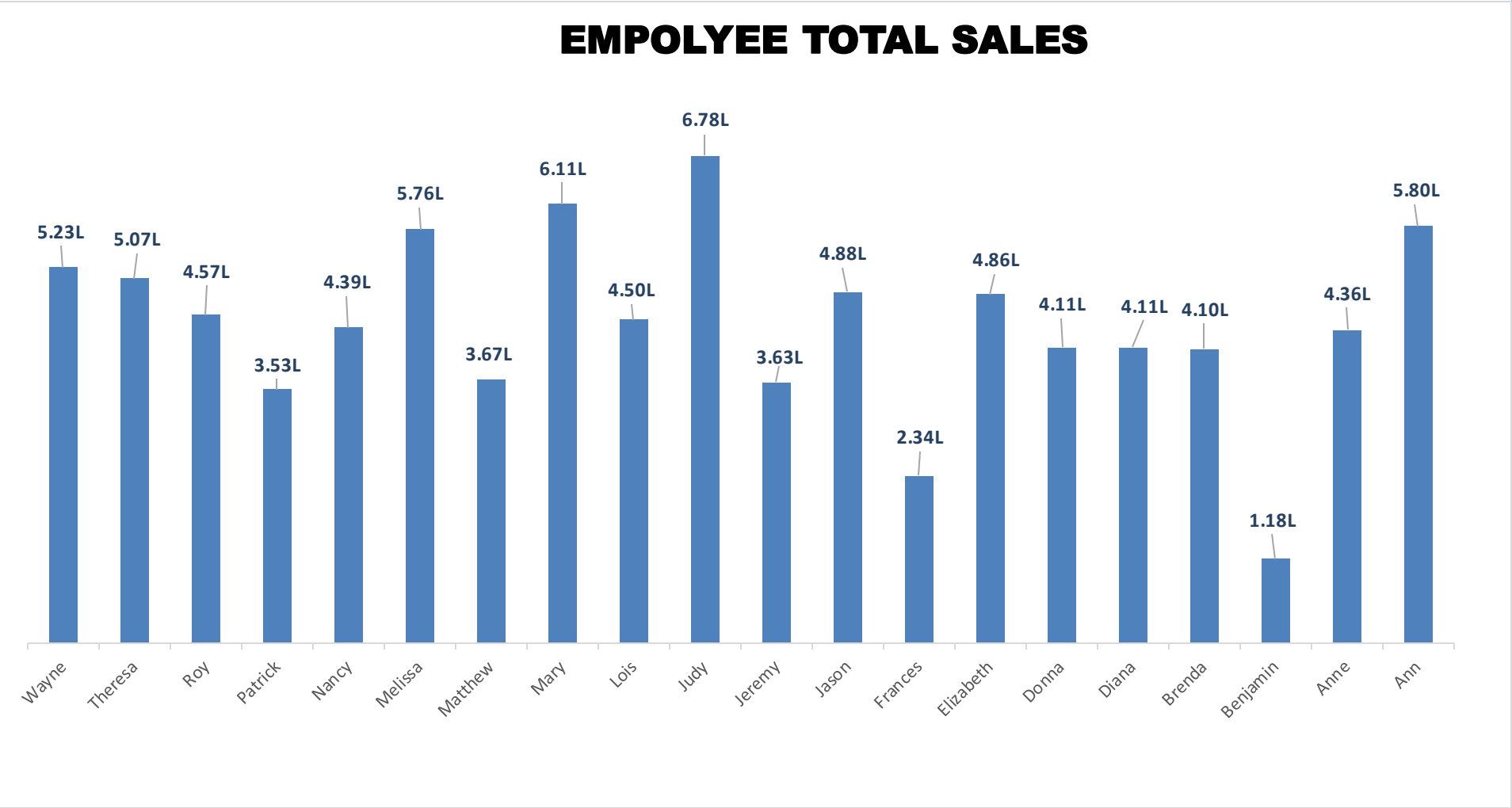
# MODELLING

# RESULTS

## PROFIT IN EACH REGIN

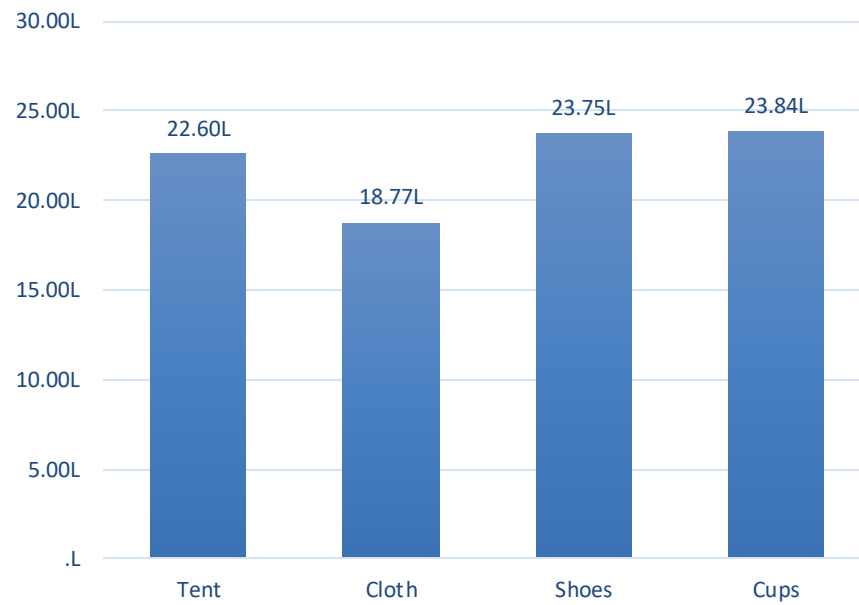


# RESULTS



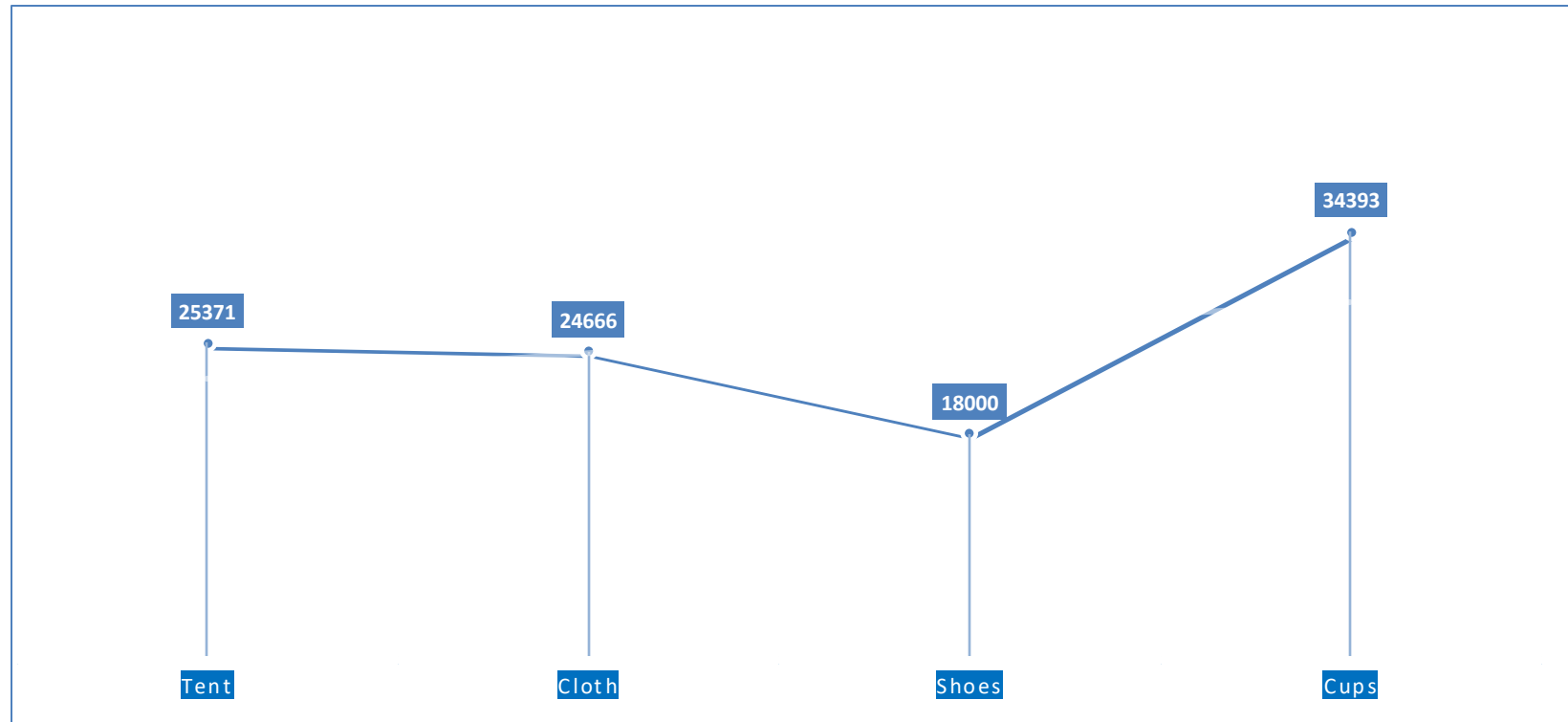
# RESULTS

## PRICE OF PRODUCT SOLD



# RESULTS

## PRODUCT SOLD



# conclusion

**We have done a data analysis on employee dataset that will improve the performance of the employee and the company . This data analysis is done with the help of Microsoft Excel using features like Pivot table, Pivot charts and functions like Number Formatting, SUM function, Average function.**