*P34\_marketing sales prediction*

**Business Objective:**

Each Salesperson will be assigned with a Target(no of products to be sold) for each months. Which is given to them based on their last month's Achievement(no of products sold) i.e 10% Increased from the last achievement.

**Data Set Details:**

-We can implement a model to predict the target given to them for the next month based on their previous achievement instead of giving them simply a 10% hike.

-Data set details sent in csv file.

**Acceptance Criterion:**

Need to deploy the end results using Rshiny / Flask / Heroku.

**Milestones:**

**30 days to complete the Project**

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| **Milestone** | **Duration** | **Task start - End Date** |
| Kick off and Business Objective discussion | 1 day | 24/09/20 |
| Data set Details | 2 days | 25/09/20 - 26/09/20 |
| EDA | 1 Week | 27/09/20 - 03/10/20 |
| Model Building | 1 Week | 05/10/20 - 12/10/20 |
| Model Evaluation | 1 week | 13/10/20 - 19/10/20 |
| Feedback |
| Deployment | 1 Week | 20/10/20 - 26/10/20 |
| Final presentation | 1 day | 27/10/20 |

Protocols:

1. All participants should adhere to agreed timelines and timelines will not be extended.
2. All the documentation – Final presentation and R/python code to be submitted before the final presentation day.
3. All the participants must attend review meetings.