SALES ANALYSIS

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I Have used Pandas for cleaning the dataset and later used Tableau for data visualizations.

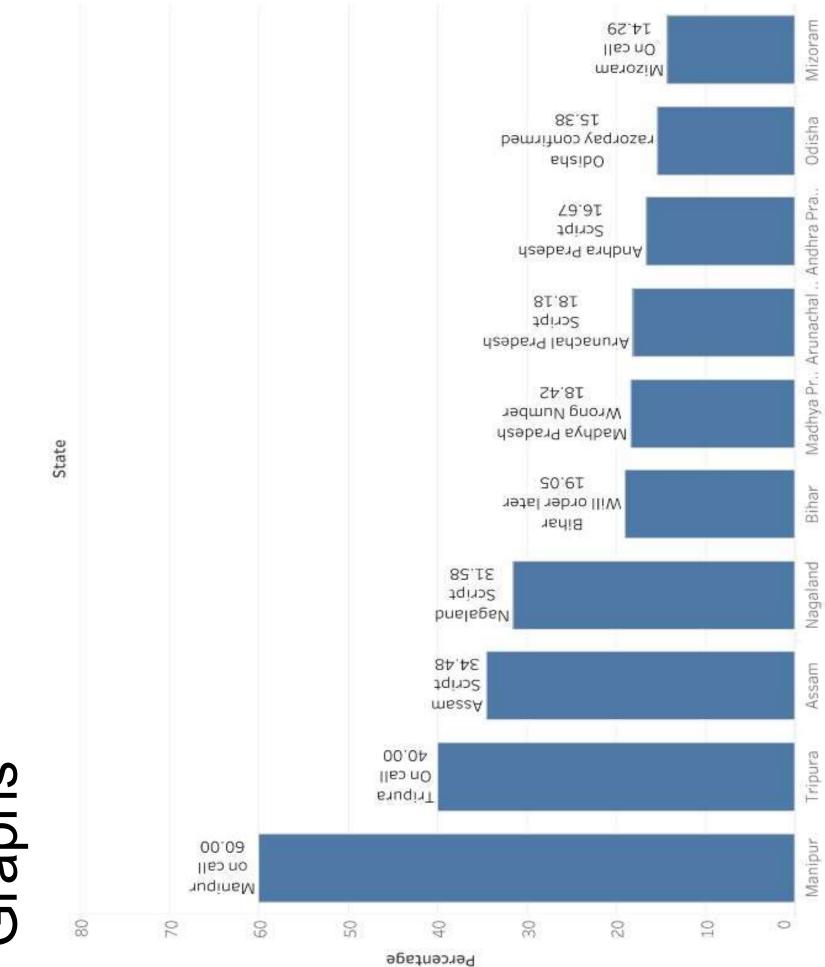
The following graphs are taken from Tableau software.

State

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January 2021 Kerala	February 2021	Kerala
January 2021 Maharashtra	February 2021 Maharashtra	Maharashtra
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1SOS y sonnet Tamil Nadu	February 2021 Tamil Nadu	ubeM limeT
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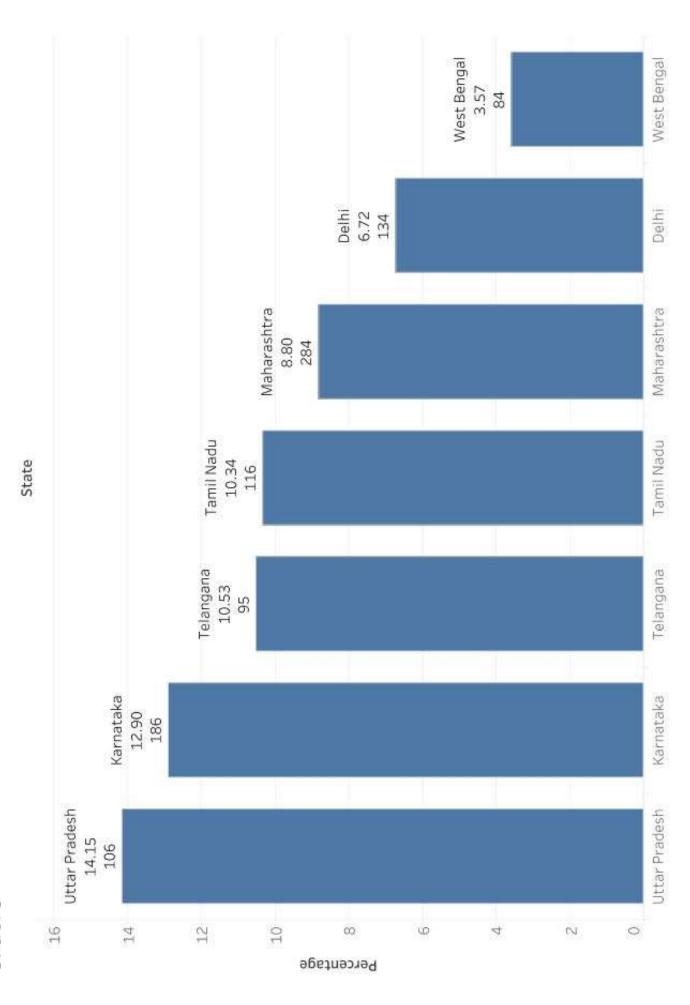
Percentage

This graphs explains majority of returning of order took place after January 2021.



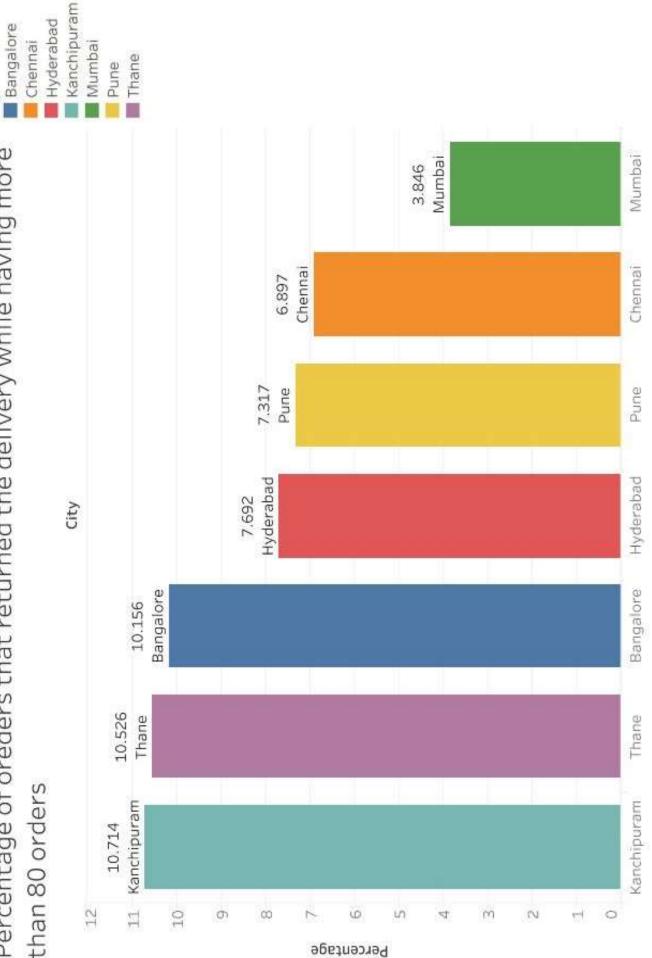
- Though the number of orders placed in northeast states are very less, still the percentage of return is higher than the other states.
- This is reason why number of there very few others in the northeast states
- Bihar and Madhya Pradesh are the only state here which is an exception.

led the delivery while having more than 80 Percentage of oreders that return orders

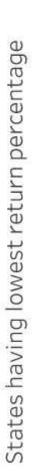


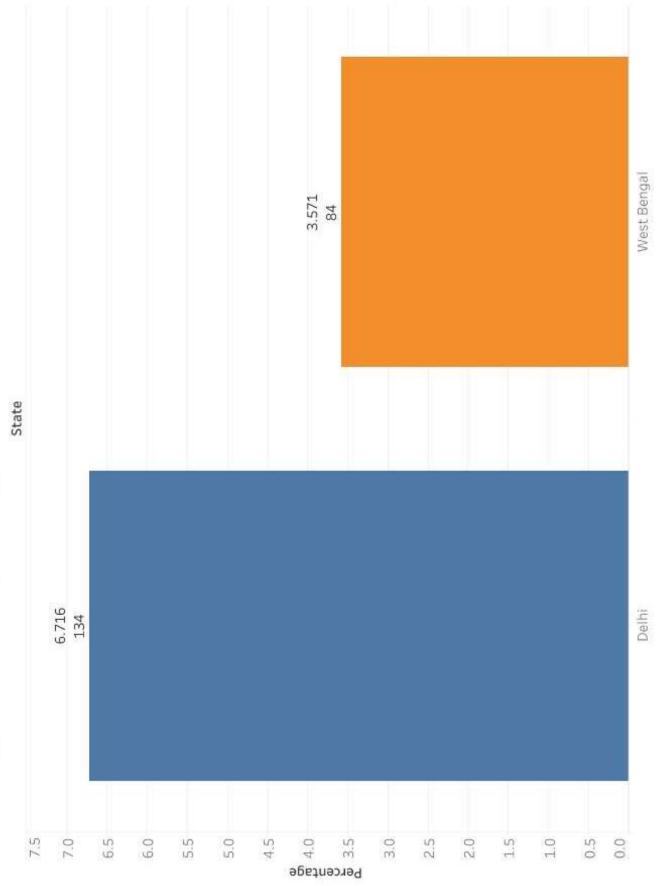
- These are the states which have metropolitan cities and the maximum return percentage is high.
- Although Delhi and West Bengal also fall on the two best states in the next graph
- highest return rate with very less orders which is quite alarming because it is a state with maximum population and the company loses its most of its customer if the same trends continue.



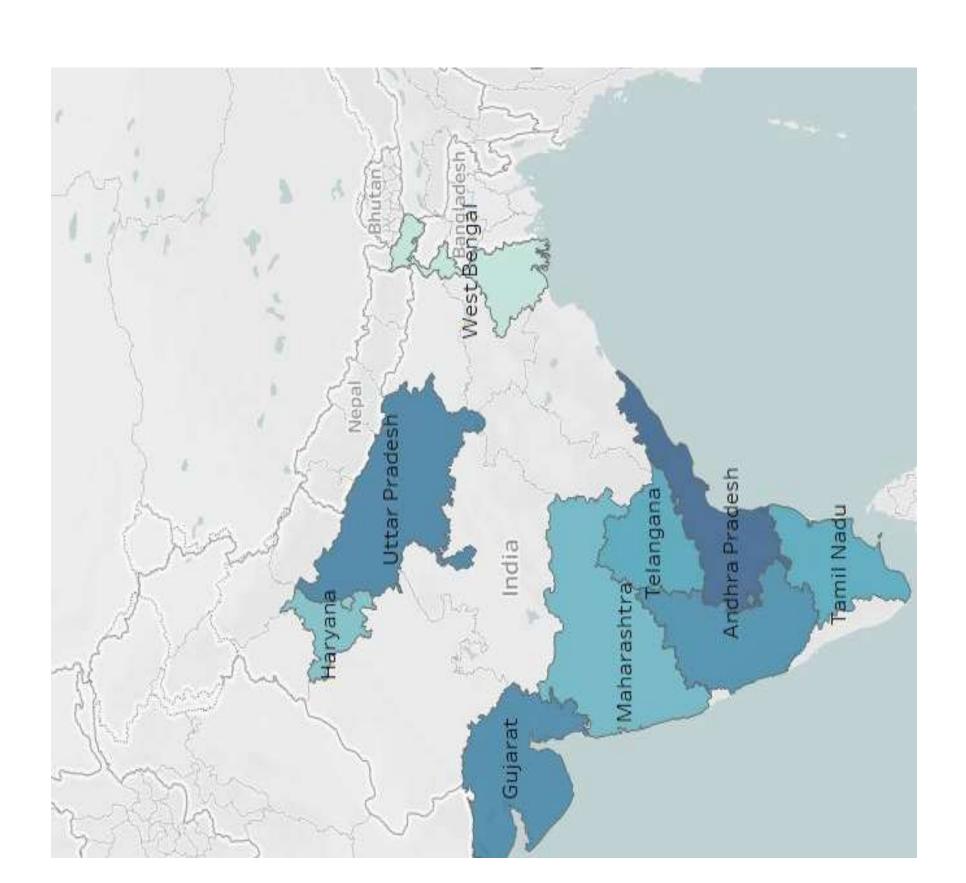


- Majority of the cities having high return rate are majorly Kanchi and Thane being metropolitan cities with exception.
- is some malfunctioning in the and Thane shows that there Inclusion of Kanchipuram system in that cities
- Bangalore among the other cities is having worst return rates.





- Delhi and West Bengal are the only two states where there is less return rate and more orders placed.
- This can be companies strong base and try not lose grip here these two states.



Map showing states with high return rates which had got orders more than 60.