

Steven - Sales Manager:

Hi Pratik!

I hope you are doing well. We need to improve our **internet sales reports** and want to move from static reports to **visual dashboards**.

Essentially, we want to focus it on how much we have **sold of what products**, to **which clients** and how **it has been over time**.

Seeing as each **salesperson** works on different products and customers it would be beneficial to be able to **filter them also**.

We measure our numbers against **budget** so I added that in a **spreadsheet** so we can compare our values against performance.

The budget is for 2021 and we usually look **2 years back** in time when we do analysis of sales.

Let me know if you need anything else!

// Steven