Inventory Sales Dashboard

Turning Inventory Data into Business Decisions

Project Overview

Inventory mismanagement directly impacts profitability — overstock ties down capital, while understock leads to lost sales and customer dissatisfaction. This project presents a dynamic Inventory Sales Dashboard built in Microsoft Excel to help decision-makers monitor stock performance, identify risk areas, and improve procurement strategy. The objective was to transform raw inventory data into actionable business insights.

Business Challenges Addressed

- Identifying products below their reorder levels
- Detecting potential overstock risks
- Determining which categories are most exposed to stock shortages
- Evaluating supplier contribution to total inventory
- Analyzing warehouse stock distribution

Key Business Insights

- Approximately 60% of products were identified as overstocked, indicating excess capital tied up in inventory.
- Electrical and Hardware categories recorded the highest number of low-stock products.
- Several high-value products require urgent restocking to avoid potential revenue loss.
- Warehouse A holds the highest concentration of stock, suggesting possible distribution imbalance.

Dashboard Capabilities

- Interactive slicers for category-level filtering
- Real-time KPI monitoring
- Stock gap and reorder analysis

- High-value product tracking
- Supplier performance comparison
- Category-level inventory risk assessment

Tools & Techniques

- Microsoft Excel
- Pivot Tables & Pivot Charts
- Calculated Fields
- Slicers for interactivity
- KPI Card Design
- Inventory Gap Analysis