First Step

INTRO %>%

Working within the I.T. department of one of the major Eyewear industry Firms on Long Island, NY. ·
my responsibilities include supporting the Sales Application/Team and Customer Service Team.
Fun Facts: If I wasn't in my current position, I would have chosen to work within the Fine Arts. I like to draw, but I'm bad at it. %>%

Rajwant Mishra

Business Problem

As a large organization with many sales events; it's a challenge to report sales figures real time during the events.
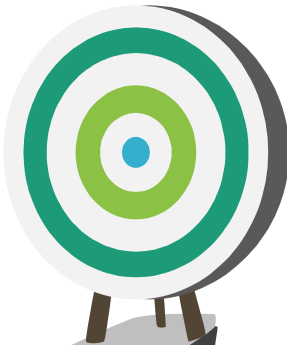
Sales Reps are taking Orders
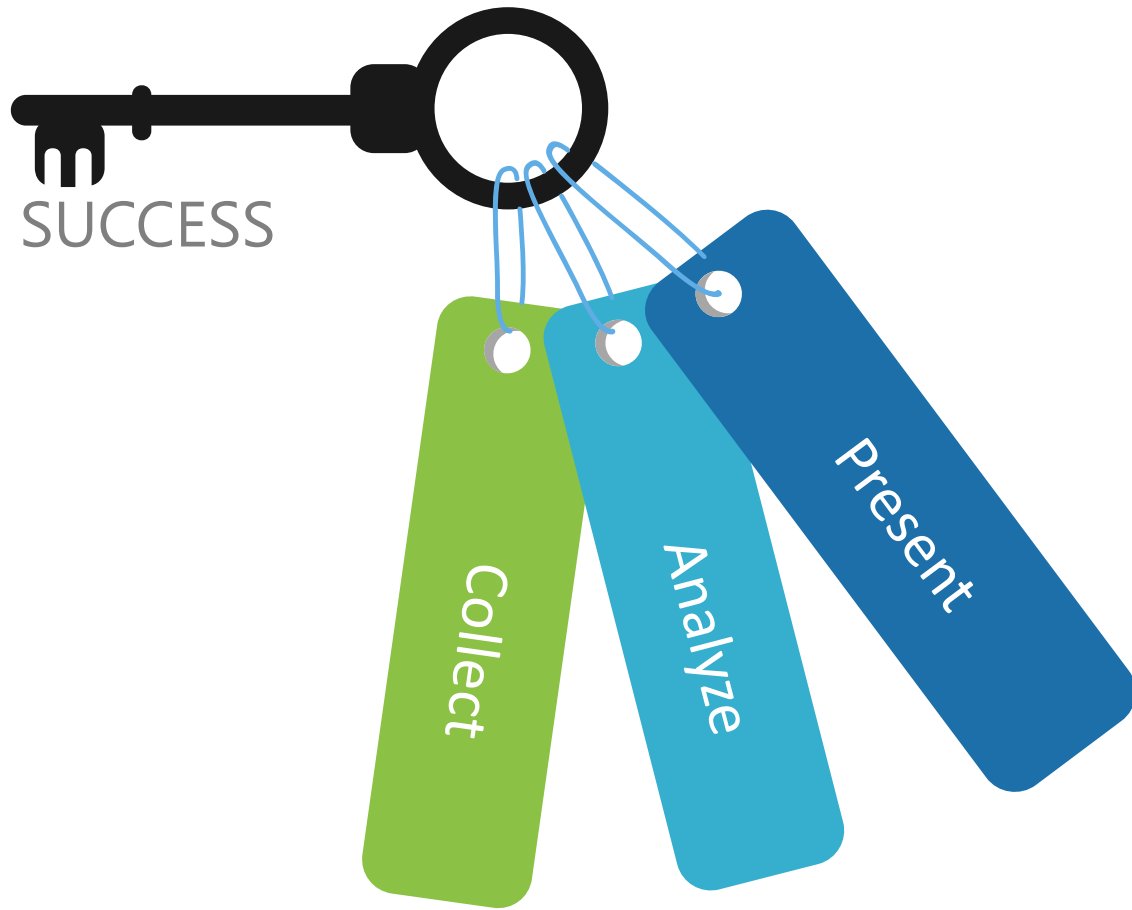
They are interacting with new Customers

Historical analysis done before the event to identify new growth opportunities

Trying to Launch New Brands to existing

How are we doing ?

Thought Process

Discipline/ Data Collection
- Identify the Population for the Event
- Identify Dates and Populations' availability
- Collected all the data On Demand from SAP

Reproducible Analysis
- Perform Data Analysis to get trends
- Analyze the Data by Populations' Sales

Present
- Present the result on Dashboard

SUCCESS

Collect

Analyze

Present

PROCESS During Event

Progress
Reported

LOCATION
Date &Time

Population

Event Day 1

Event Day ...

Share Progress

REWARD

👁 We report progress at each major interval during the Given Day, and help Marketing team plan and report right progress information to the Sales Team.

Event Date : Feb 22

Summary | Detail | Qty by Brand | QTY / Hr | Qty Processed by Rep | Data By Customer | Graph

Type	Carts	Units
Submitted	158	4791
Saved	11	689

Total Units Sent to SAP by Org / Date

Org	Date	Unit
US80	2019-02-22	3234
US80	2019-02-23	242
US80	2019-02-24	1315

Total Unit Saved in OSS by Org / Date

Total Unit Saved in OSS by Org / Date

Org	Date	Unit
US80	2019-02-22	33
US80	2019-02-23	97
US80	2019-02-24	559

Dashboard

Progress by Date

Progress by Organization

Different statuses of Carts

80% Submitted   20% Pending

DATA 607 : unt Mishra

Summary   Detail   Qty by Brand   QTY / Hr   Qty Processed by Rep   **Data By Customer**   Graph

Only Submitted data * 9999999 Indicates New Account or Order Open by Other Agent

Copy   CSV   Excel   PDF   Print   Search: [   ]

	SOrg.	Customer	First name	Dv	Count
1	US80	1221927		RB	5
2	US80	1221927		RX	22
3	US80	1221992		BE	27
4	US80	1221992		RB	11
5	US80	1221992		RX	49
6	US80	1222038		OX	1
7	US80	1230973		RB	312
8	US80	1230973		RJ	21
9	US80	1231586		RB	66
10	US80	1246818		BB	55

Dashboard

📋 Export and Share

🔍 Search Customers and Agents
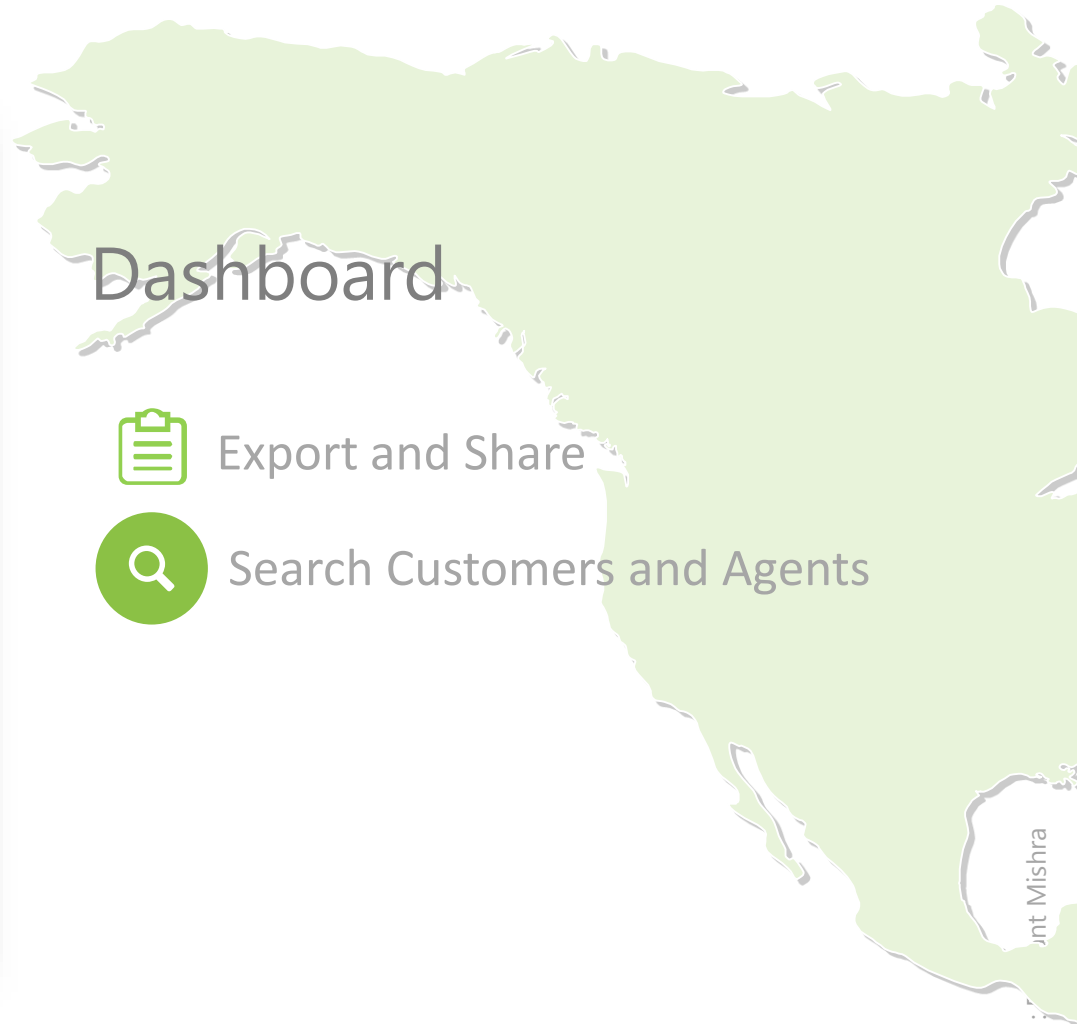
Information Window
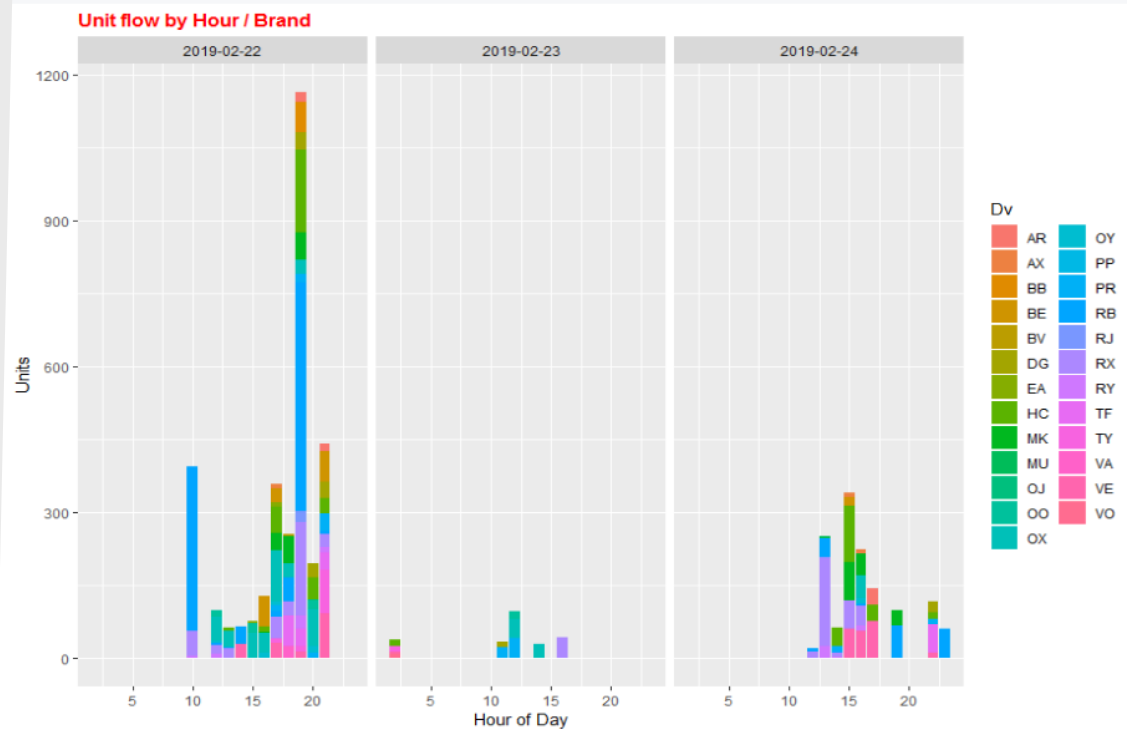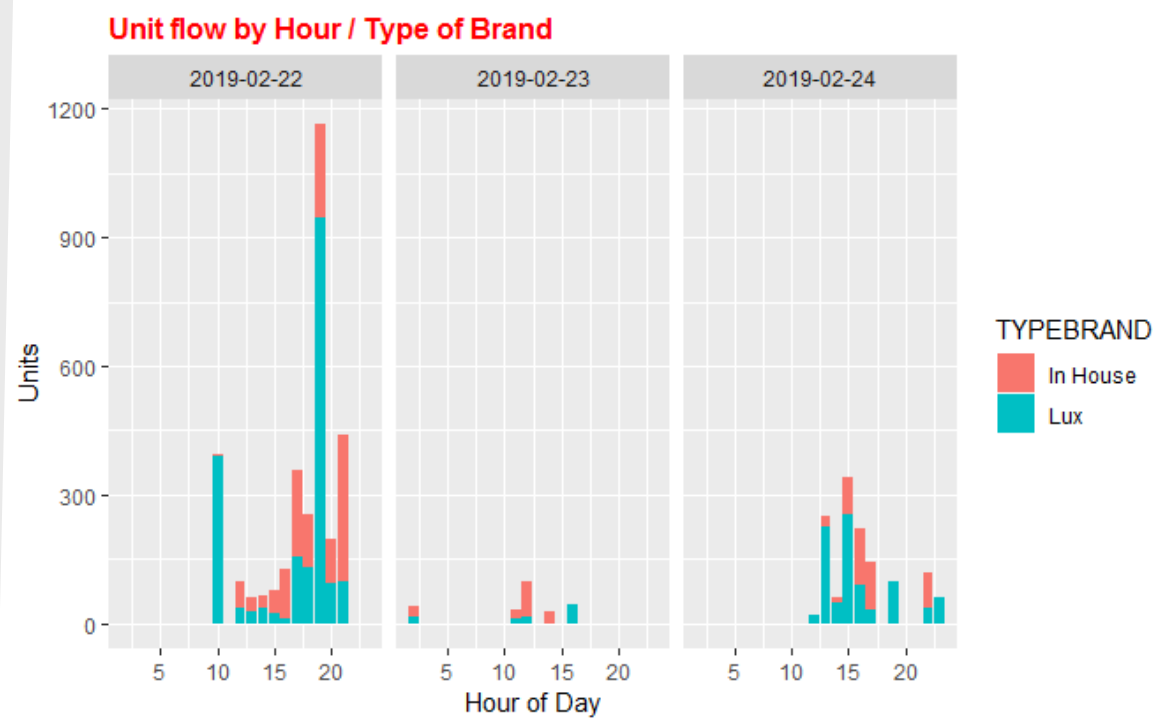
Hourly Flow by Group

Hourly Flow by Brand

DATA 607 : Rajwant Mishra

Data Flow

Before Event

Event Day

Report

Sales Data

Customer	Product	Reps	Qty	Notes	...	CART ID
Customer	Product	Reps	Qty	Notes	...	CART ID
Customer	Product 2	Reps	Qty	Notes	...	CART ID
Customer	Product 2	Reps	Qty	Notes	...	CART ID

Event

Event
Event Date
Time Zone
Day1
Day2

Rep Master

User	Orgs.
Rep1	US
Rep2	CA
Rep2	US Sport

Brand

Brand
All
RB
OO
CH
...

Rep Attendees

Rep	Date
Rep1	Date
Rep2	Date
Rep2	Date

Present Data based on the reps who were selling at the event only on that date.

Report Sales Progress by Organization .

Report data in Time zone of Event Location.

Report Sales by Brand and identify high performing Reps.

Feeds

Feeds

Code Repository

RPUB:
http://rpubs.com/Rajwantmishra/CLASS_DEMO1

GITHUB:
https://github.com/Rajwantmishra/msds/blob/master/607/class%20de mo/Class607_P1.Rmd
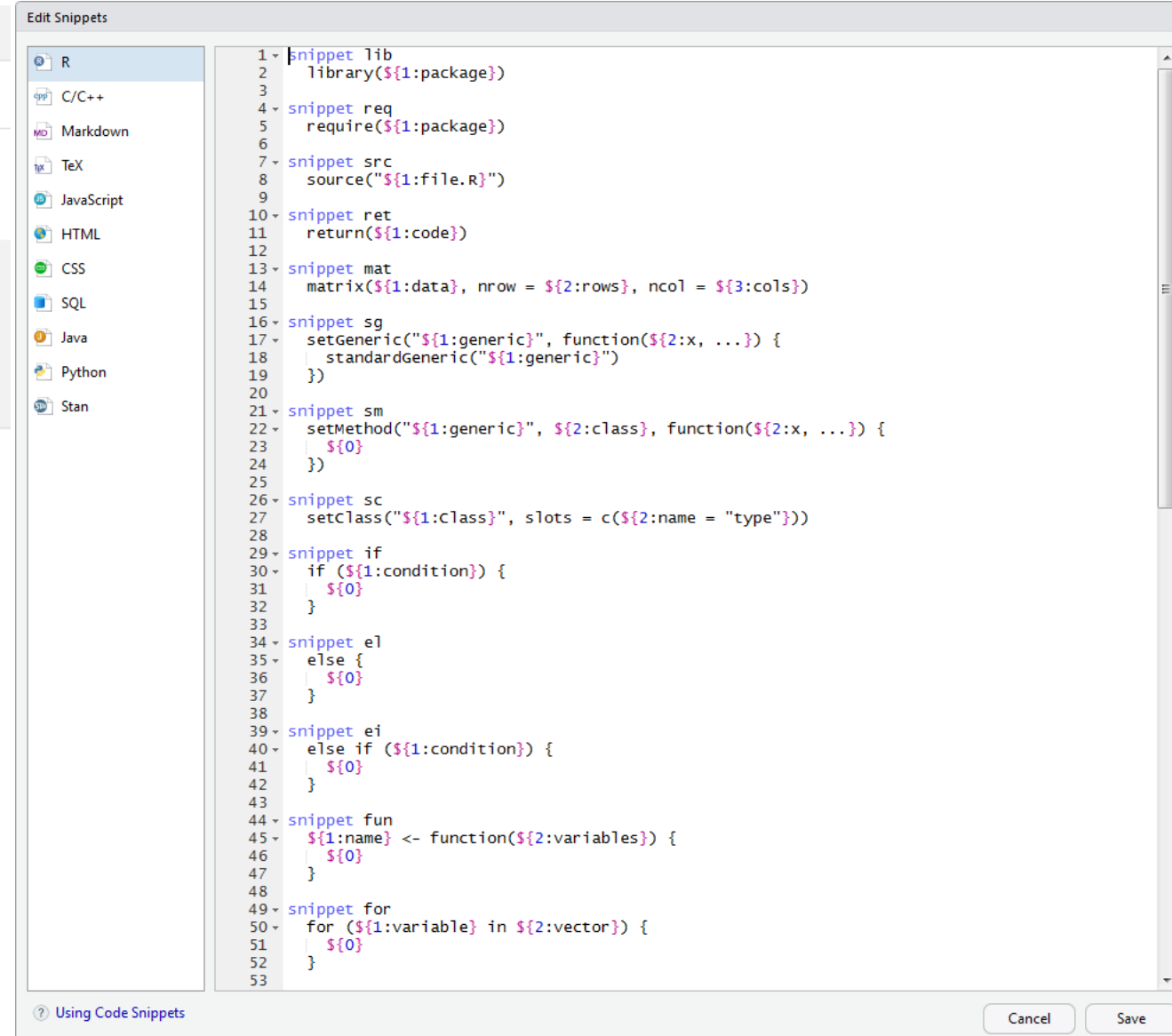
Tips: Code Snippet
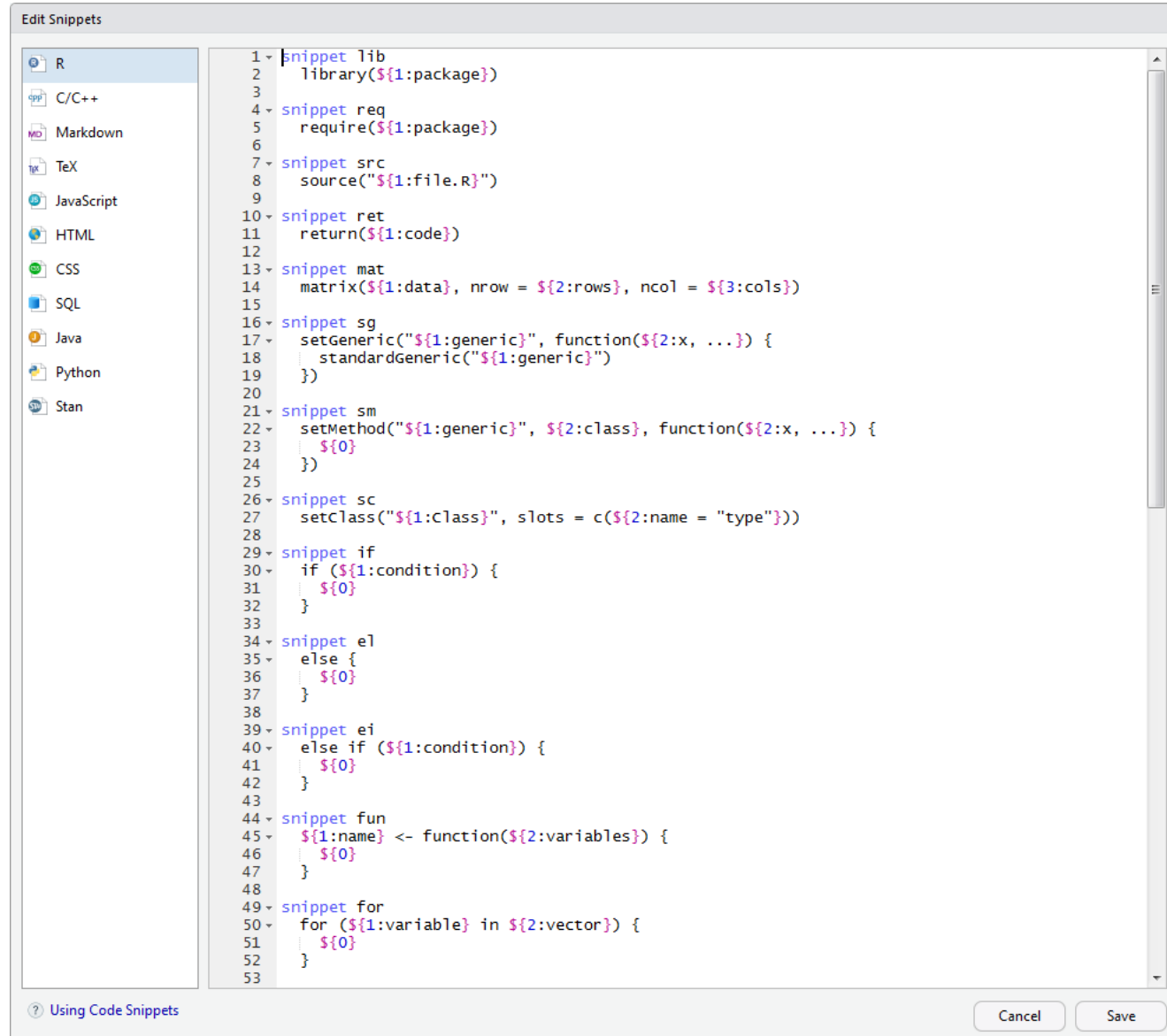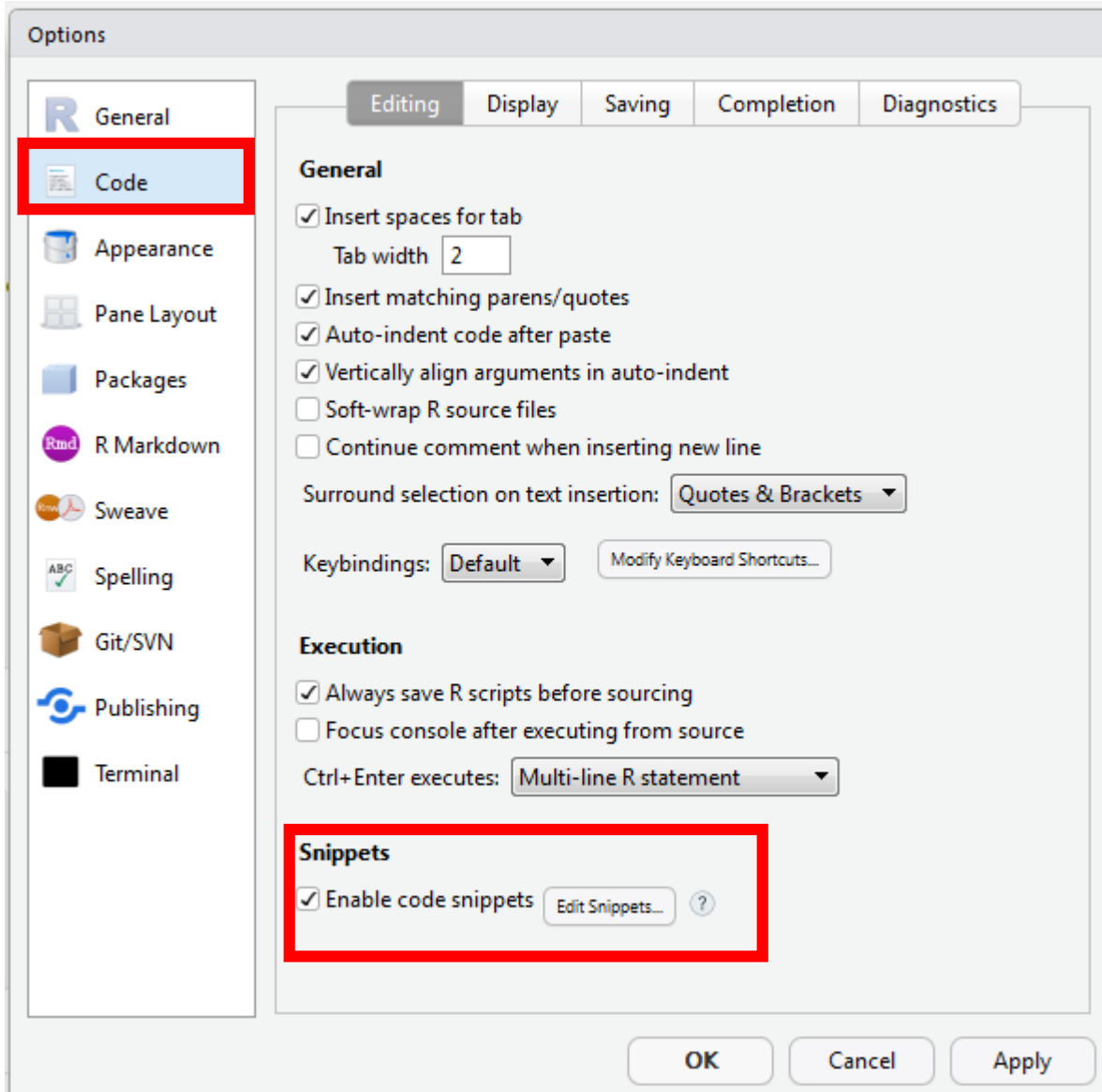

In R-Markdown if you know snippet name e.g. fun then enter fun and press "Shift +Tab" it will insert the snippet for you .

Tips: Code Snippet

Menu : Tool → Global Options

THANKYOU