

Dashboard

1/1/201712/11/2019

Revenue

17.91M

Total Orders

53K

Total Customers

1411

Total Products

2736

Sales Over Time

Quarter	Revenue
2017 Qtr 1	0.4M
2017 Qtr 2	1.7M
2017 Qtr 3	2.3M
2017 Qtr 4	2.2M
2018 Qtr 1	1.9M
2018 Qtr 2	2.2M
2018 Qtr 3	2.9M
2018 Qtr 4	3.2M
2019 Qtr 1	1.0M

Sales by Product

Category	Revenue	Percentage
Food	16.37M	91.39%
Drinks	1.54M	8.61%

Revenue by State and City

Top Selling Product Groups

Product Group	Revenue
Wheat Flours	4.5M
Yeast	2.2M
Oils	2.2M
Flours	1.7M
Sugarcane ...	1.1M

Top Sales

SalesPerson	Revenue
Sahil Seymour	4,707,402.55
Shakil Durham	3,301,482.32
Akeel Mcleod	2,447,136.24
Dominykas Bird	1,676,337.10
Gillian Gonzales	1,607,711.70
Ayaana Mackenzie	821,424.61
Lorenzo Donovan	785,240.57
Serenity Rich	664,172.30
Tatiana Adamson	652,072.53
Kien McGee	319,897.22

Dashboard

Team

Sales


Customer

Target Analysis

Dashboard

Team

Sales

Customer

Target Analysis

Team Analysis

Total Teams

3

Total Mangers

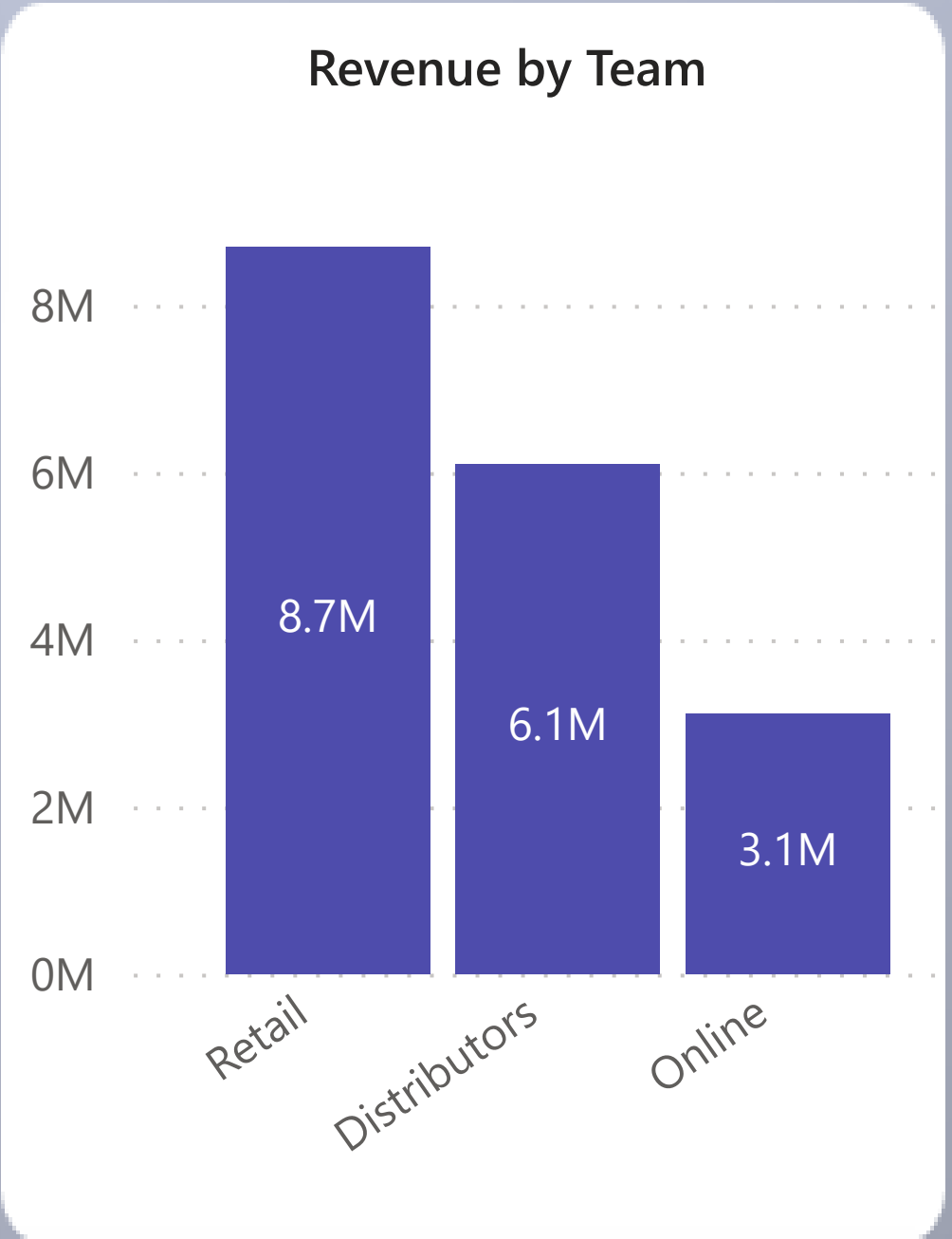
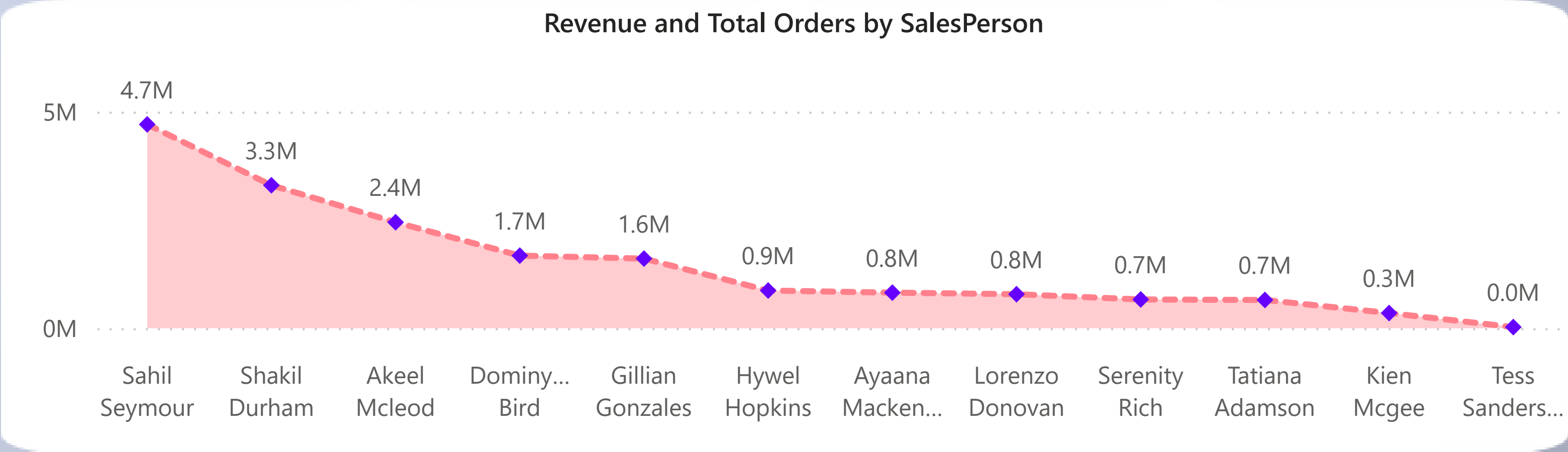
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Total Supervisor

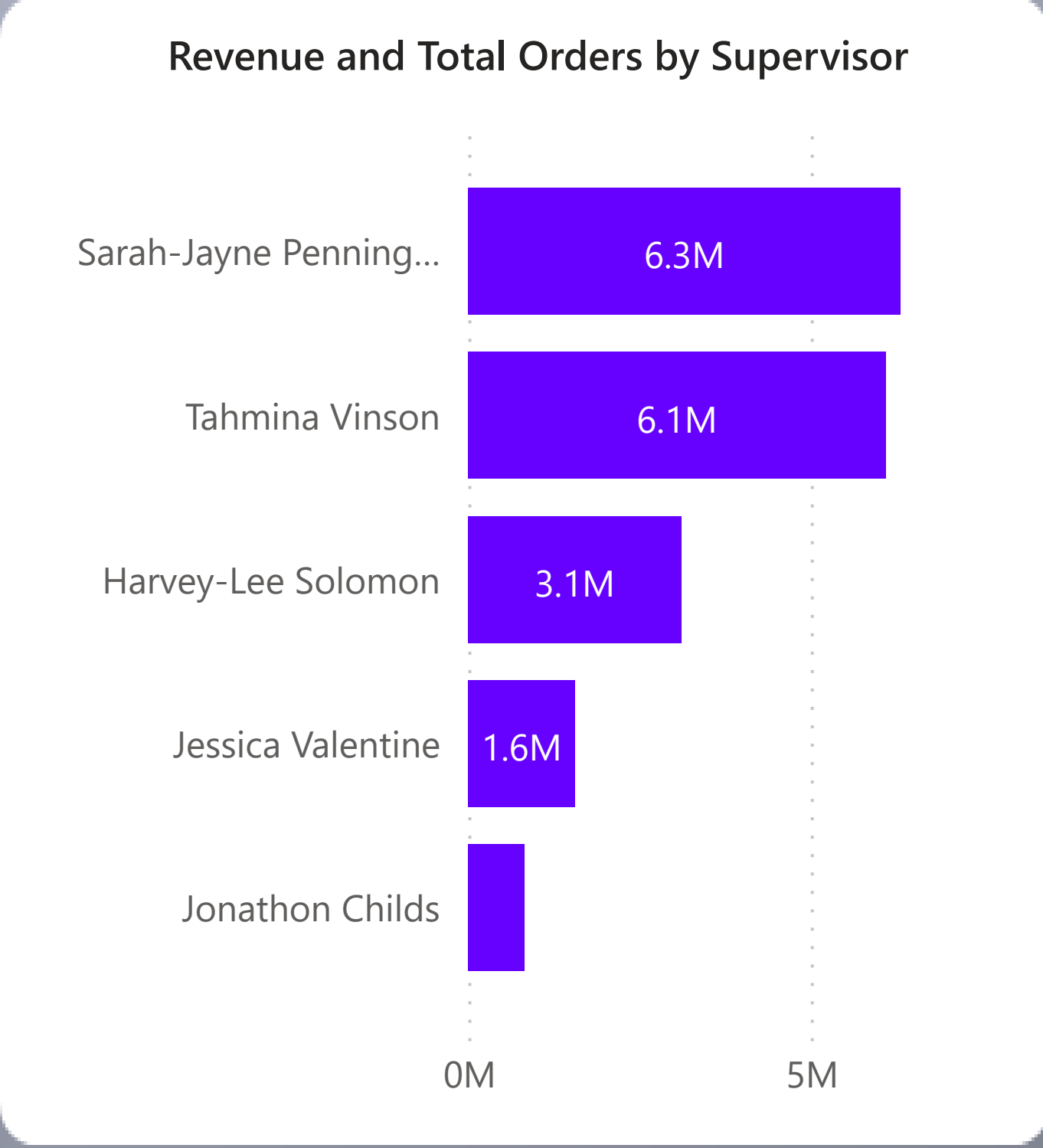
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Total Sales Persons

12



Manager	Total Orders	Revenue	% Total Sales	# of Customers	Weight
<div><div></div>Duane Frame</div>	30292	9,212,165.98	51.44%	707	791.53
<div><div></div>Tahmina Vinson</div>	18267	6,098,515.78	34.05%	315	545.27
<div><div></div>Shakil Durham</div>	10022	3,301,482.32	18.43%	115	261.05
<div><div></div>Akeel Mcleod</div>	6790	2,447,136.24	13.66%	82	248.44
<div><div></div>Kien Mcgee</div>	1455	349,897.22	1.95%	118	35.79
<div><div></div>Harvey-Lee Solomon</div>	12025	3,113,650.20	17.39%	392	246.26
<div><div></div>Dominykas Bird</div>	6285	1,676,337.10	9.36%	128	157.00
<div><div></div>Tatiana Adamson</div>	2973	652,072.53	3.64%	136	45.26
<div><div></div>Lorenzo Donovan</div>	2767	785,240.57	4.38%	128	44.00
<div><div></div>Ronnie Daly</div>	22268	8,697,066.51	48.56%	565	343.26
<div><div></div>Sarah-Jayne Pennington</div>	15471	6,315,114.25	35.26%	239	264.65
<div><div></div>Sahil Seymour</div>	9570	4,707,402.55	26.28%	115	149.84
<div><div></div>Gillian Gonzales</div>	5901	1,607,711.70	8.98%	124	114.81
<div><div></div>Jessica Valentine</div>	4368	1,560,527.65	8.71%	215	61.83
Total	52560	17,909,232.49	100.00%	1272	1,134.79





Dashboard




Team



Sales



Customer



Target Analysis

Sales Analysis




Total Product Categories

2



Total Product Groups


36




Total Products

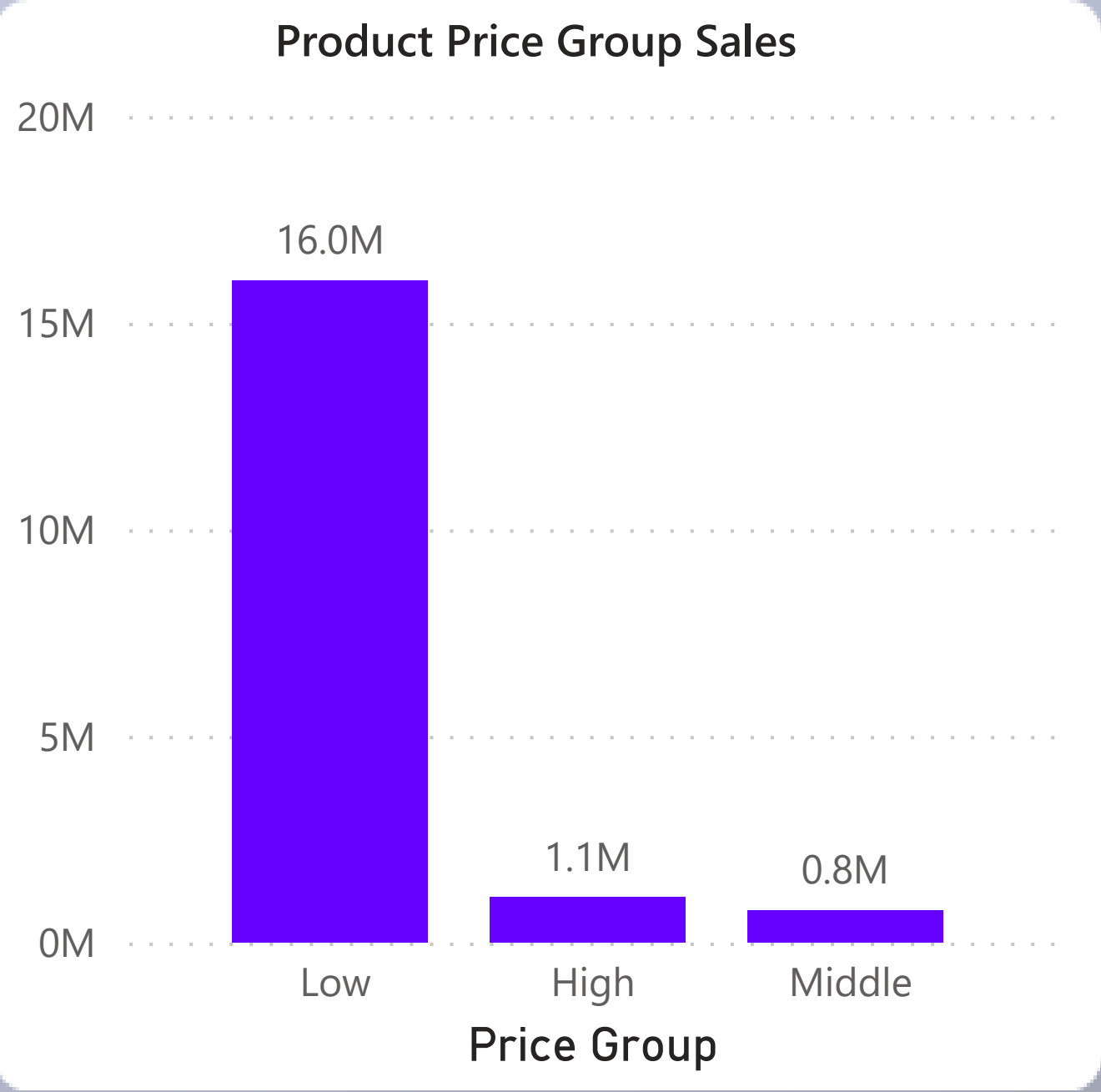
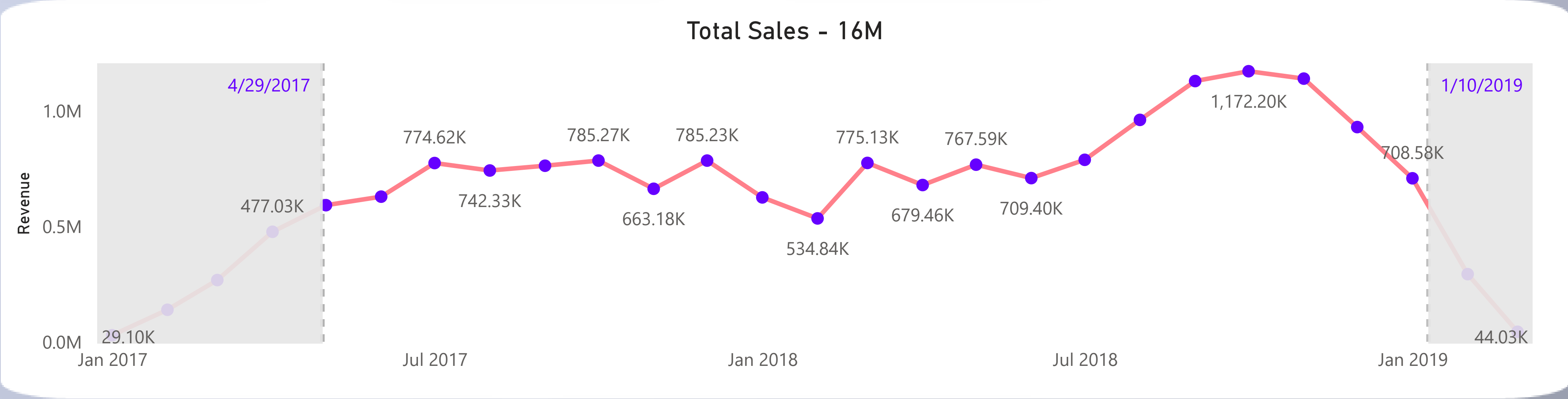
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4/29/2017



1/10/2019





Sales and Orders by Group

Group	Revenue	Total Orders
Wheat Flours	4,473.24K	19835
Yeast	2,201.02K	15492
Oils	2,186.36K	20441
Flours	1,661.81K	7034
Sugarcane Liquor	1,139.47K	3933
Sweets	918.64K	2042
Crumbs	878.99K	4357
Olive Oils	704.13K	5590
Spices	654.04K	4771
Sugars	522.32K	5610
Pancake	504.07K	7876

Sales and Orders by Product

Product 1968	746.30K
Product 2026	554.08K
Product 662	532.09K
Product 2445	514.74K
Product 2233	392.90K
Product 235	325.11K
Product 845	296.48K
Product 527	278.89K
Product 1948	234.01K
Product 157	218.86K
Product 1839	216.27K
Product 2272	205.38K
Product 1154	203.25K

Dashboard

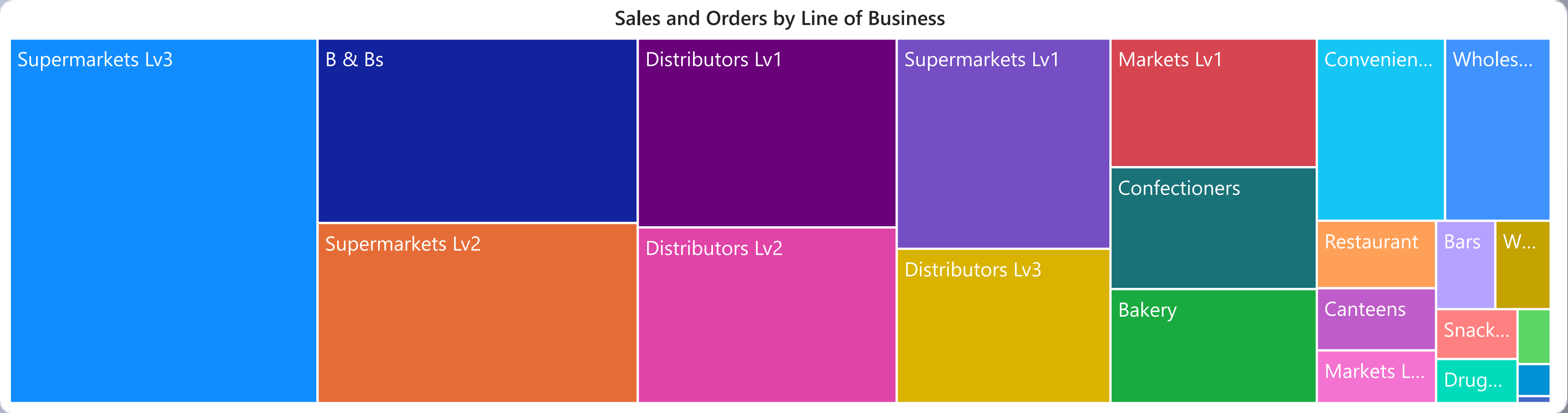
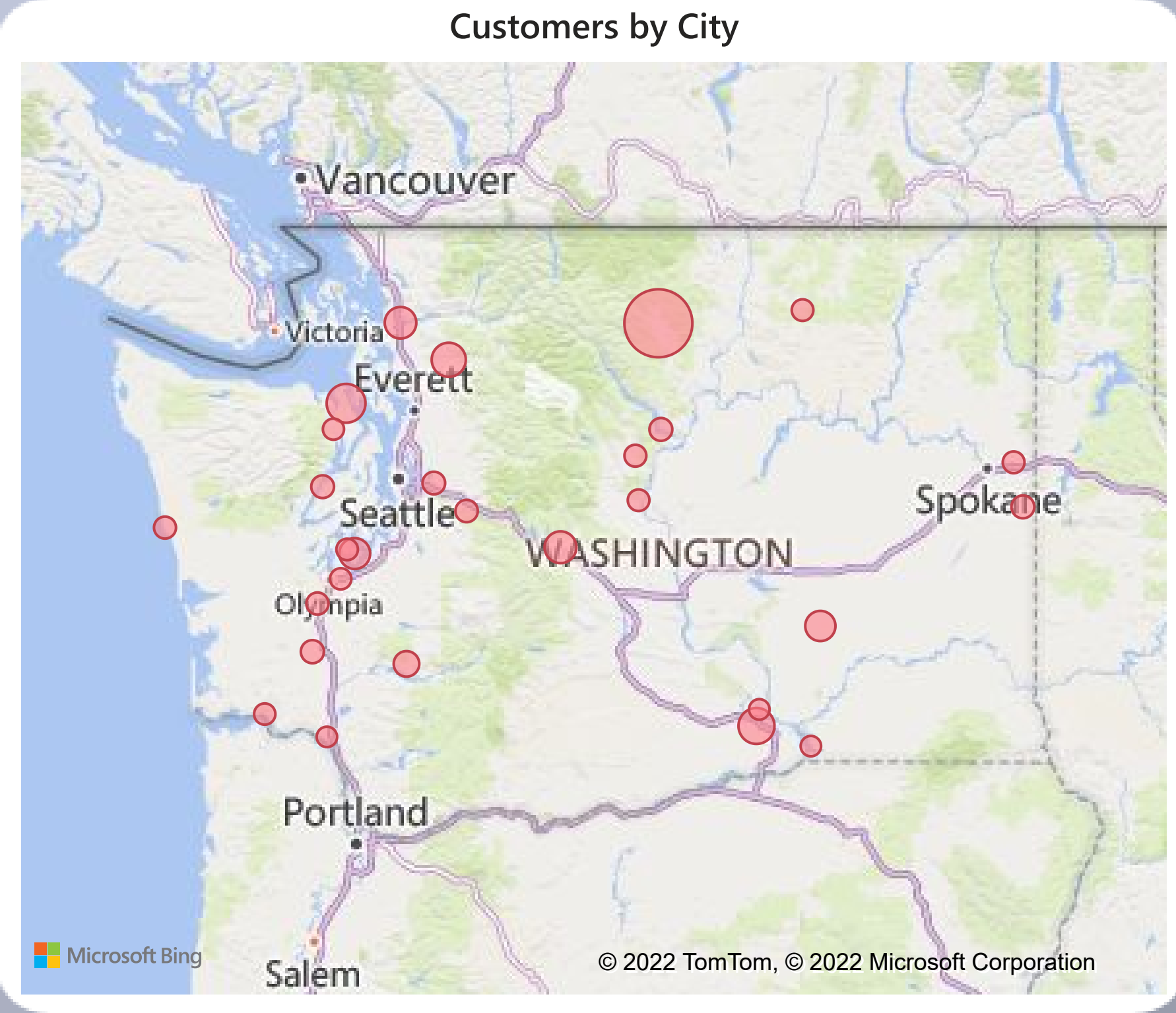
Team

Sales

Customer

Target Analysis

Company Name	Line of Business	Total Orders	Revenue	YOY % Growth
Dragon walk	Distributors Lv3	259	951,003.10	5.93%
Red beat	Supermarkets Lv3	341	678,467.37	5.41%
Prophecy Lighting	Supermarkets Lv3	331	359,452.64	3.49%
Beta dream	Supermarkets Lv3	294	335,045.33	1.31%
Ceasar Softwares	Supermarkets Lv2	240	311,076.76	2.59%
Leopard Records	Supermarkets Lv2	317	302,892.30	3.50%
Blossom Arts	Confectioners	32	279,007.26	49.91%
Deluge Coms	Supermarkets Lv3	219	262,257.19	4.86%
Hummingbird Limited	B & Bs	124	251,833.17	0.12%
Low Tide	Supermarkets Lv2	262	225,044.09	4.15%
Pixel Technologies	Supermarkets Lv3	273	210,935.17	1.85%
Timber Enterprises	Supermarkets Lv2	162	209,572.35	4.96%
Beta paw	Supermarkets Lv3	288	196,452.73	4.49%
Codabow	Supermarkets Lv2	170	186,108.05	2.14%



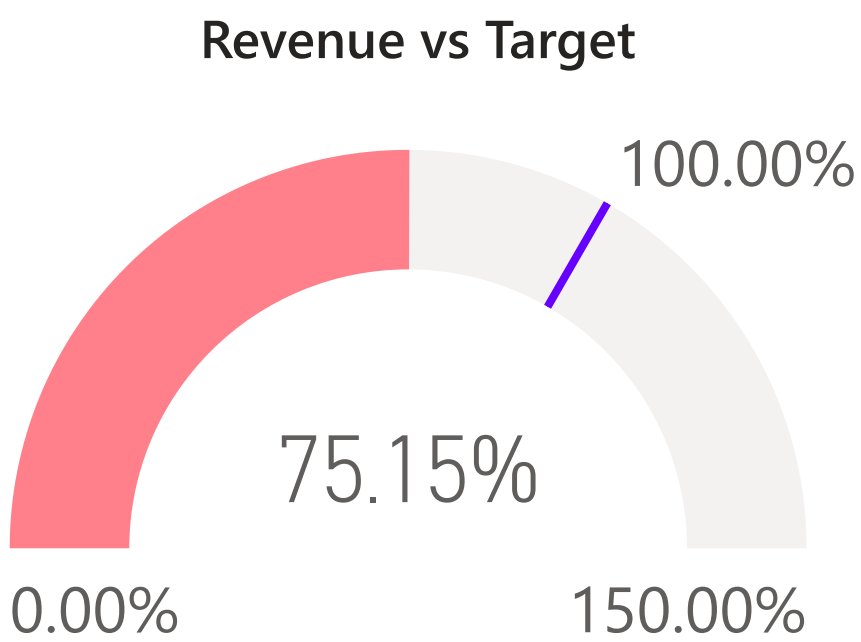
Dashboard

Team

Sales

Customer

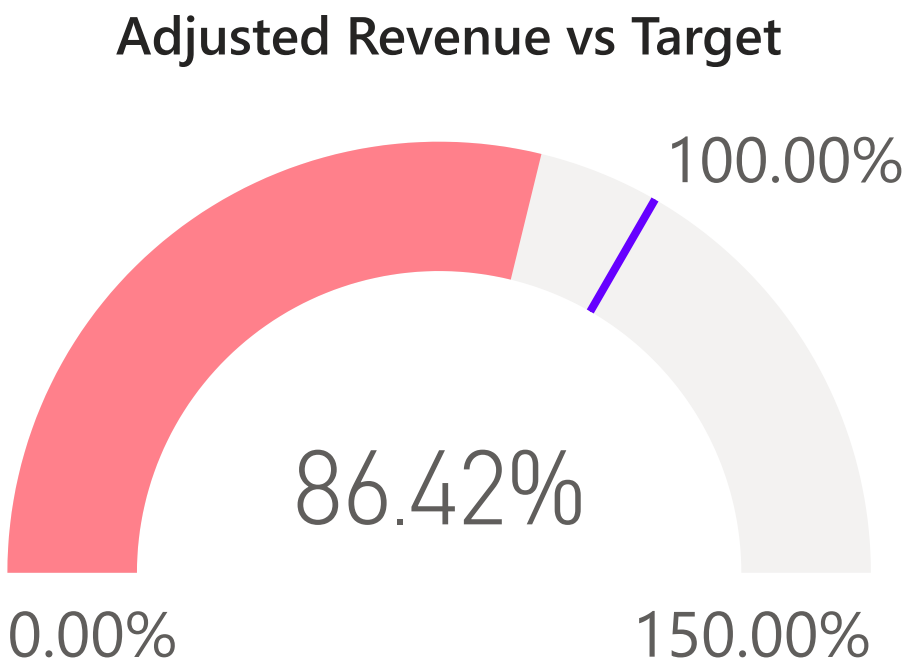
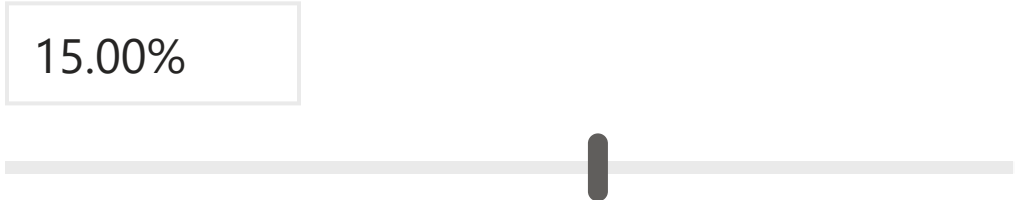
Target Analysis



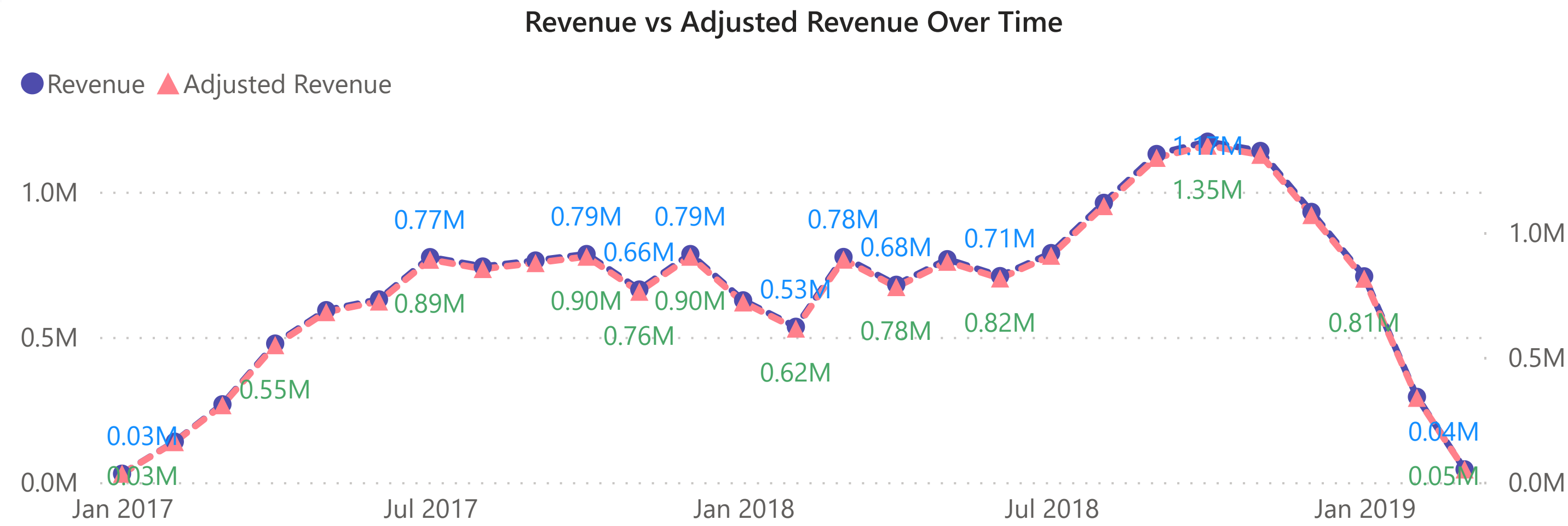
What if?

We change the products Unit Price by :

15%



Target Analysis



Year	Revenue	Revenue vs Target	Adjusted Price Revenue	Adjusted Price Revenue vs Target
2018	10,214,809.43	84.54%	11,747,030.84	97.22%
October	1,172,199.10	72.97%	1,348,028.97	83.92%
November	1,140,164.83	204.57%	1,311,189.55	235.26%
September	1,129,625.65	110.66%	1,299,069.50	127.26%
August	961,554.99	59.32%	1,105,788.24	68.21%
December	930,342.87	213.20%	1,069,894.30	245.18%
July	788,615.71	80.87%	906,908.07	93.00%
March	775,128.35	59.20%	891,397.60	68.08%
May	767,590.04	88.09%	882,728.55	101.30%
June	709,398.91	43.06%	815,808.75	49.52%
April	679,463.91	95.39%	781,383.50	109.70%
January	625,883.25	113.97%	719,765.74	131.06%
February	534,841.82	68.94%	615,068.09	79.28%
2017	6,648,222.05	56.59%	7,645,455.36	65.07%
2019	1,046,201.01		1,203,131.16	
Januarv	708,579.96		814,866.95	
Total	17,909,232.49	75.15%	20,595,617.36	86.42%