Sales Manager:

Hi Kunal!

* 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 sales person 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.

**User Stories:**

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| **No #** | **As a (role)** | **I want (request / demand)** | **So that I (user value)** | **Acceptance Criteria** |
| **1** | Sales Manager | To get a dashboard overview of internet sales | Can follow better which customers and products sells the best | A Power BI dashboard which updates data once a day |
| **2** | Sales Representative | A detailed overview of Internet Sales per Customers | Can follow up my customers that buys the most and who we can sell ore to | A Power BI dashboard which allows me to filter data for each customer |
| **3** | Sales Representative | A detailed overview of Internet Sales per Products | Can follow up my Products that sells the most | A Power BI dashboard which allows me to filter data for each Product |
| **4** | Sales Manager | A dashboard overview of internet sales | Follow sales over time against budget | A Power Bi dashboard with graphs and KPIs comparing against budget. |