

Documentation

Vanilla Steel Interview Solutions

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1. Task 1:

Instruction on how to run Task 1 (Data Cleaning):

- It is an .ipynb file so open google colab.
- Import all three databases into the notebook page (supplier_data_1, supplier_data_2, supplier_data2)
- Go to runtime and click Run All.

Result of Task 1:

- **Inventory_dataset.csv** is created.

2. Task 2:

Link to dashboard: <https://lookerstudio.google.com/s/gmHqePNdXSQ>

Key Insights:

This Looker dashboard provides key insights into sales, revenue, cost breakdown, and transportation efficiency for Vanilla Steel.

- **Strong Performance Metrics:** High conversion rate (100%) and total revenue of \$53.2M indicate successful deal closures.
- **Buyer and Supplier Trends:** Germany dominates as a key buyer region, with certain companies driving most of the revenue.
- **Operational Efficiency:** Transportation costs and booked truck prices show a declining trend, suggesting cost optimizations over time.
- **Account Manager Performance:** Revenue distribution among managers and companies highlights areas for growth and improvement.

- Cost Breakdown: Material, logistics, and financing costs vary significantly across companies, influencing profit margins.

Overall, the data reflects a well-performing business with opportunities for refining cost structures and optimizing account management efficiency.

Code used to calculate Account Manager Share

```
CASE
```

```
  WHEN buyer_am_id IS NOT NULL AND supplier_am_id IS NOT NULL THEN 1
```

```
  WHEN buyer_am_id IS NOT NULL OR supplier_am_id IS NOT NULL THEN 0.5
```

```
ELSE 0
```

```
END
```

Code used to calculate Total Revenue from Buyer

```
SUM(booked_gross_revenue) + SUM(confirmed_gross_revenue)
```

3. Task 3:

Instruction on how to run Task 3 (Data Pipeline):

- It is an .ipynb file so open google colab.
- Import all three databases into the notebook page (supplier_data1, supplier_data2, supplier_data2, buyer_preferences)
- Go to runtime and click Run All.

Result obtained in Task 3:

As there were no matching records from buyer preferences, an empty recommendation_table.xlsx file will be generated.