

Pharmaceutical Data Analysis by Triza Naikuni

Sales Team

Alfa

Charlie

Bravo

Delta

Distributor

All

City

All

Total Products

240

Quantity

29M

Total Distibutors

29

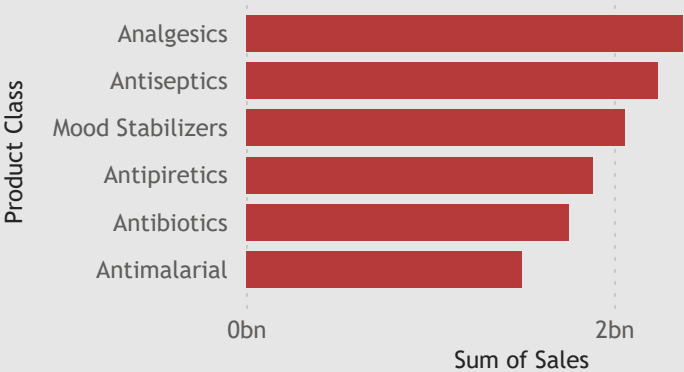
Average of Quantity

112.87

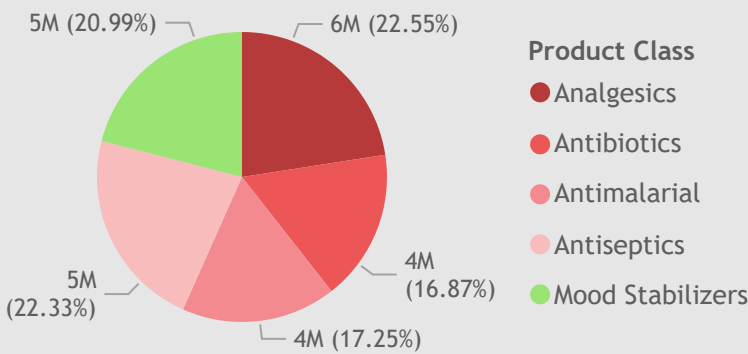
Average of Sales

46.44K

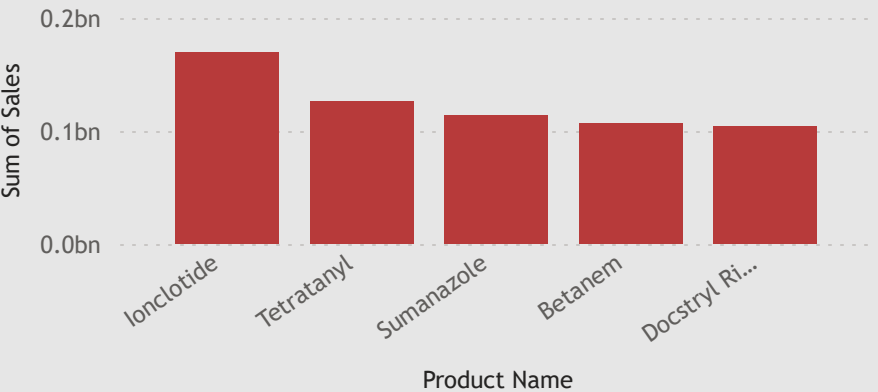
Sales by Product Class



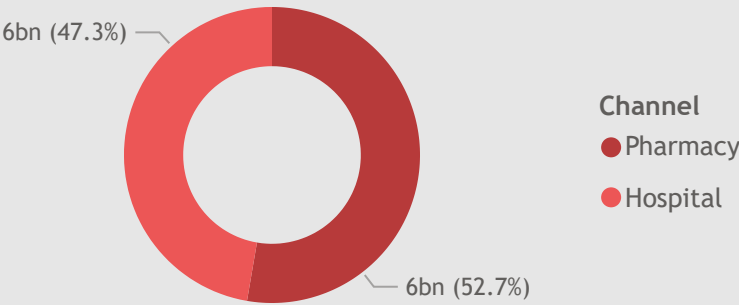
Top 5 Products Quantity Wise



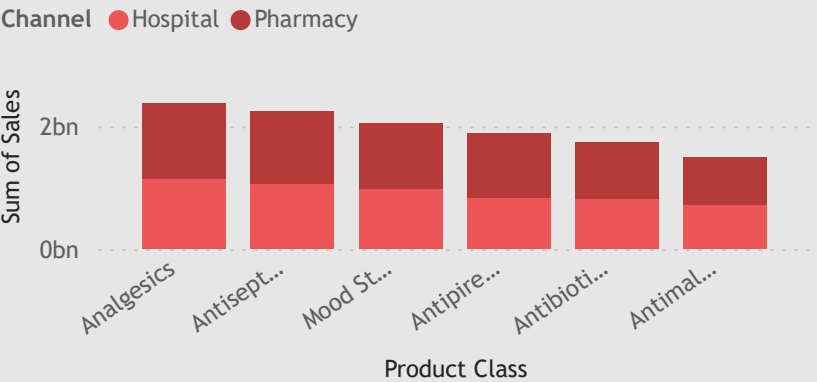
Top 5 Sales by Product Name



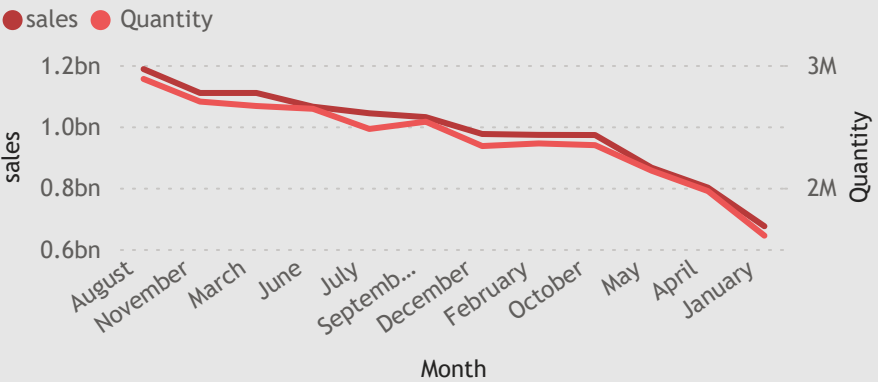
Total Sales by Channel



Total Sales by Product Class and Channel

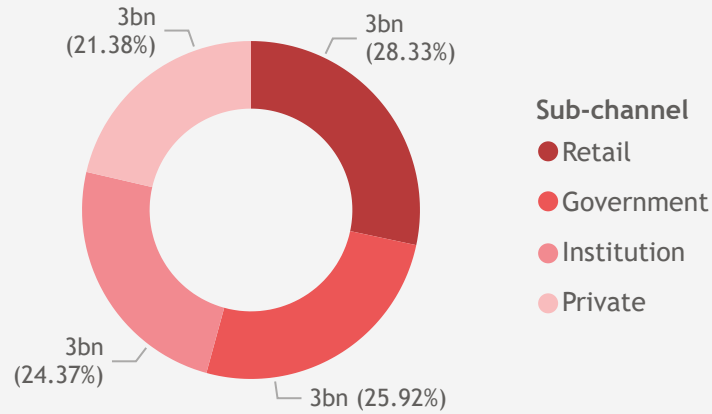


Sales and Quantity by Month

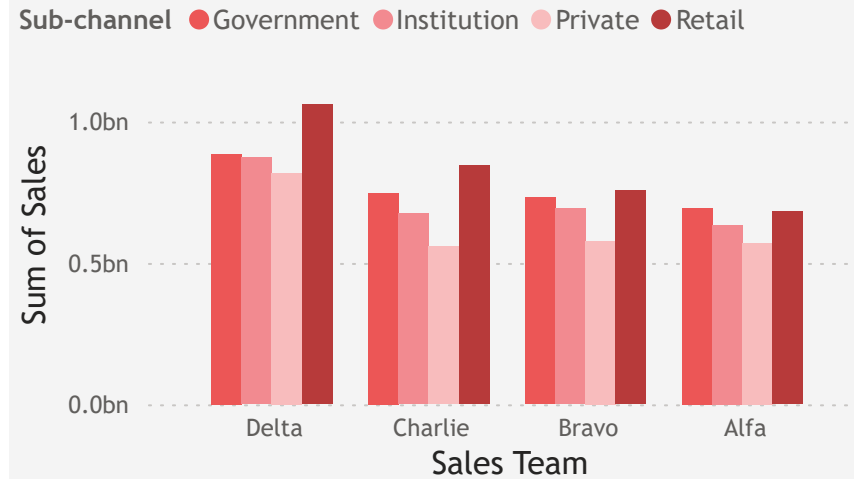


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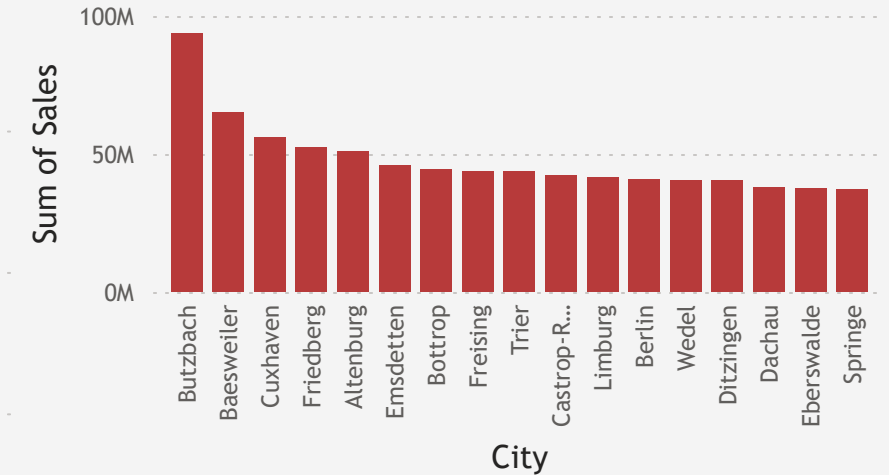
Total Sales by Sub-channel



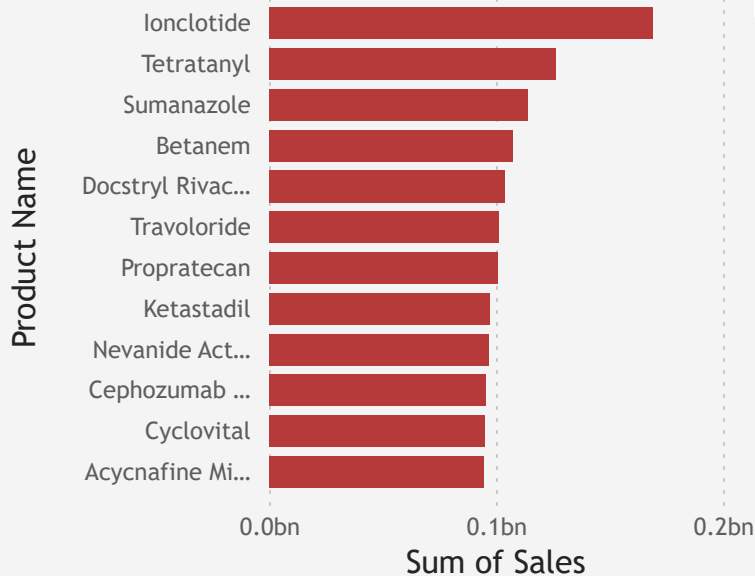
Total Sales by Sales Team and Sub-channel



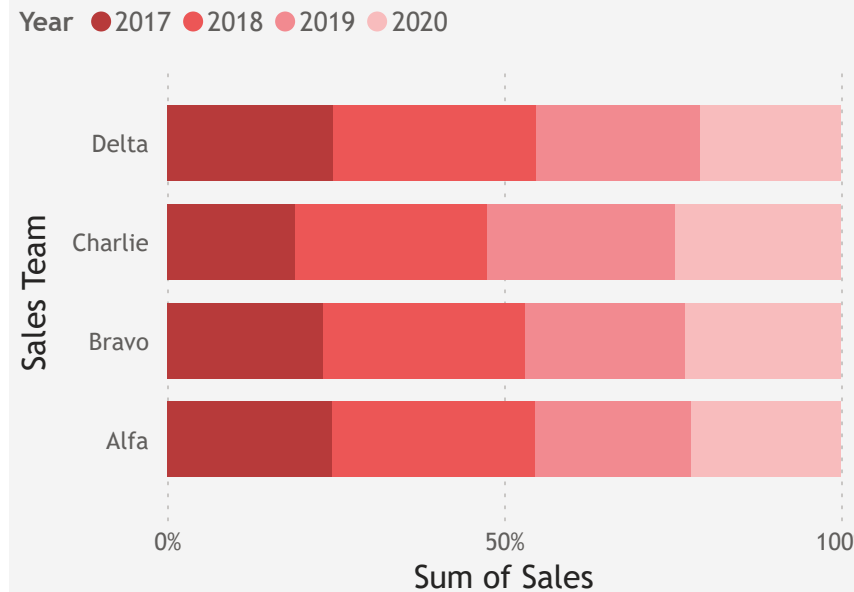
Total Sales by City



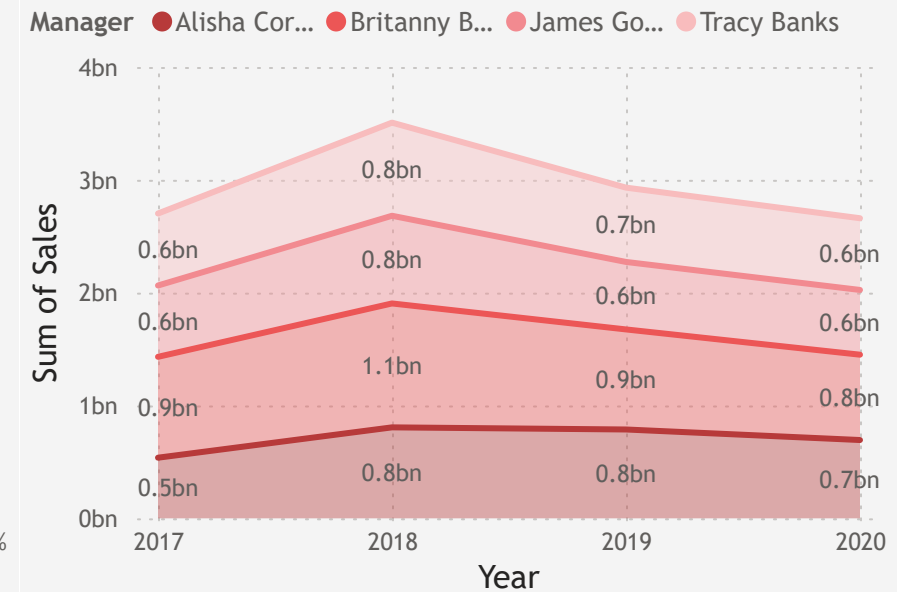
Total Sales by Product Name



Total Sales by Sales Team and Year



Yearly Total Sales by manager



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Insights and Recommendations

- ◆ Top Revenue Drivers: Ionclotide and Tetratancyl lead the top 10 sales, significantly contributing to overall revenue.
- ◆ Product Class Dominance: Analgesics consistently tops sales, asserting its dominance in the product categories.
- ◆ Quantity Leaders Impact: Emphasis on 2000 and 1000 quantities underscores their pivotal role in driving volume and shaping inventory strategies.
- ◆ Salesperson Excellence: Notable contributors like Jimmy Grey and Abigail Thompson stand out, showcasing individual excellence within the team.
- ◆ Strategic Distribution Partners: Gerlach LLC and Koss are key distributors in the top 10, emphasizing the importance of nurturing strong partnerships.
- ◆ Consistent Team Performance (2017-2020): Sales Team Charlie consistently outperforms, demonstrating sustained growth over the years.