

# Sales Analysis

2020-2023

Yedian Cheng

Summer 2024

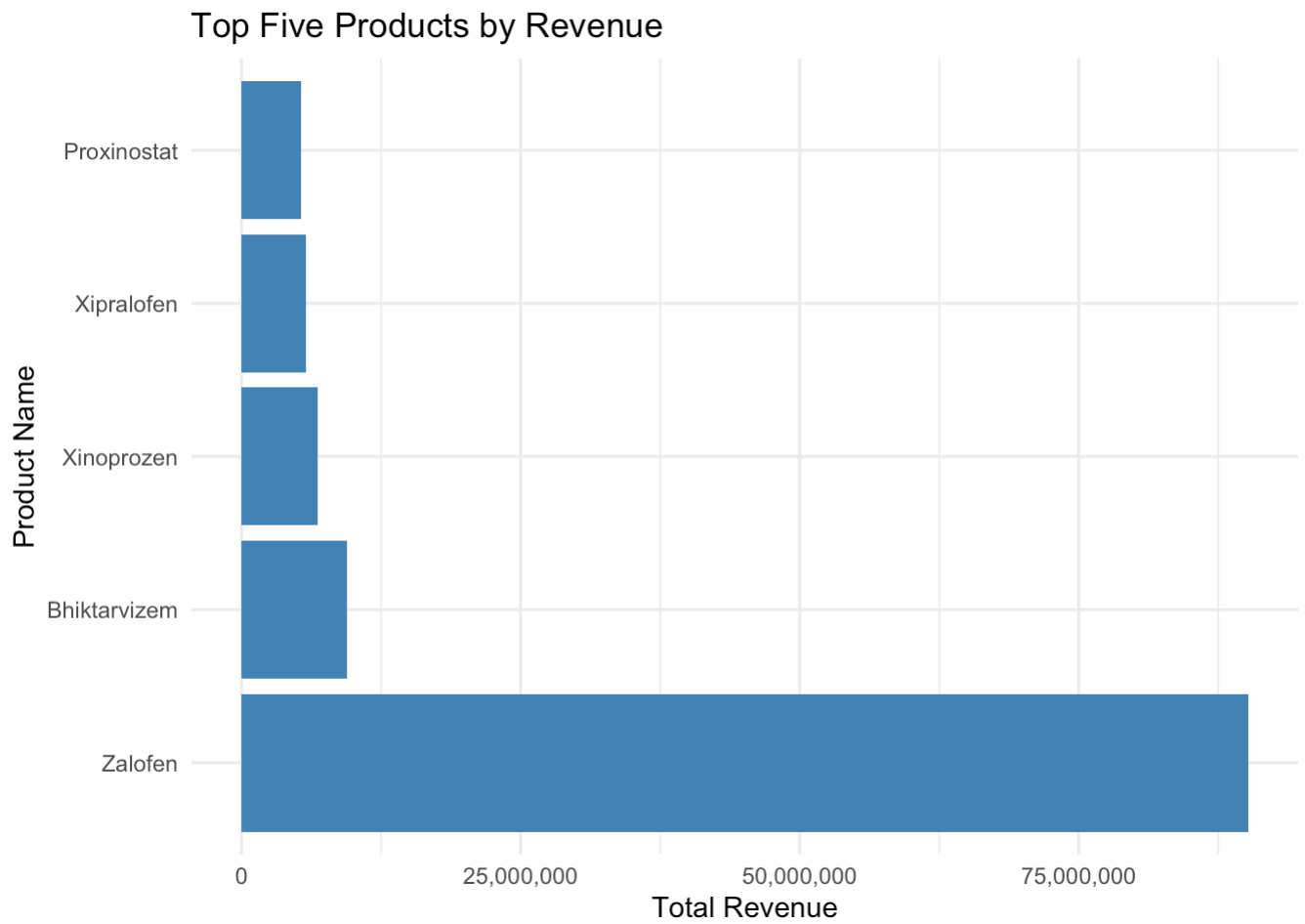
## Introduction

This report presents a detailed analysis of sales data from 2020 to 2023. The analysis is based on the data stored in the MySQL data warehouse and aims to provide insights into the top-performing products, sales trends per quarter, and sales performance by country and sales representatives.

## Analytical Query I: Top Five Products with the Most Sales Across All Years

The following analysis identifies the top five products that generated the most revenue over the entire period.

product_name	total_revenue
Zalofen	90179700
Bhiktarvizem	9442800
Xinoprozen	6786612
Xipralofen	5777688
Proxinostat	5337951



## Analytical Query II: Total Revenue and Total Units Sold Per Product Per Quarter

For this query, we will display total revenue and total units sold per product per quarter using a line chart.

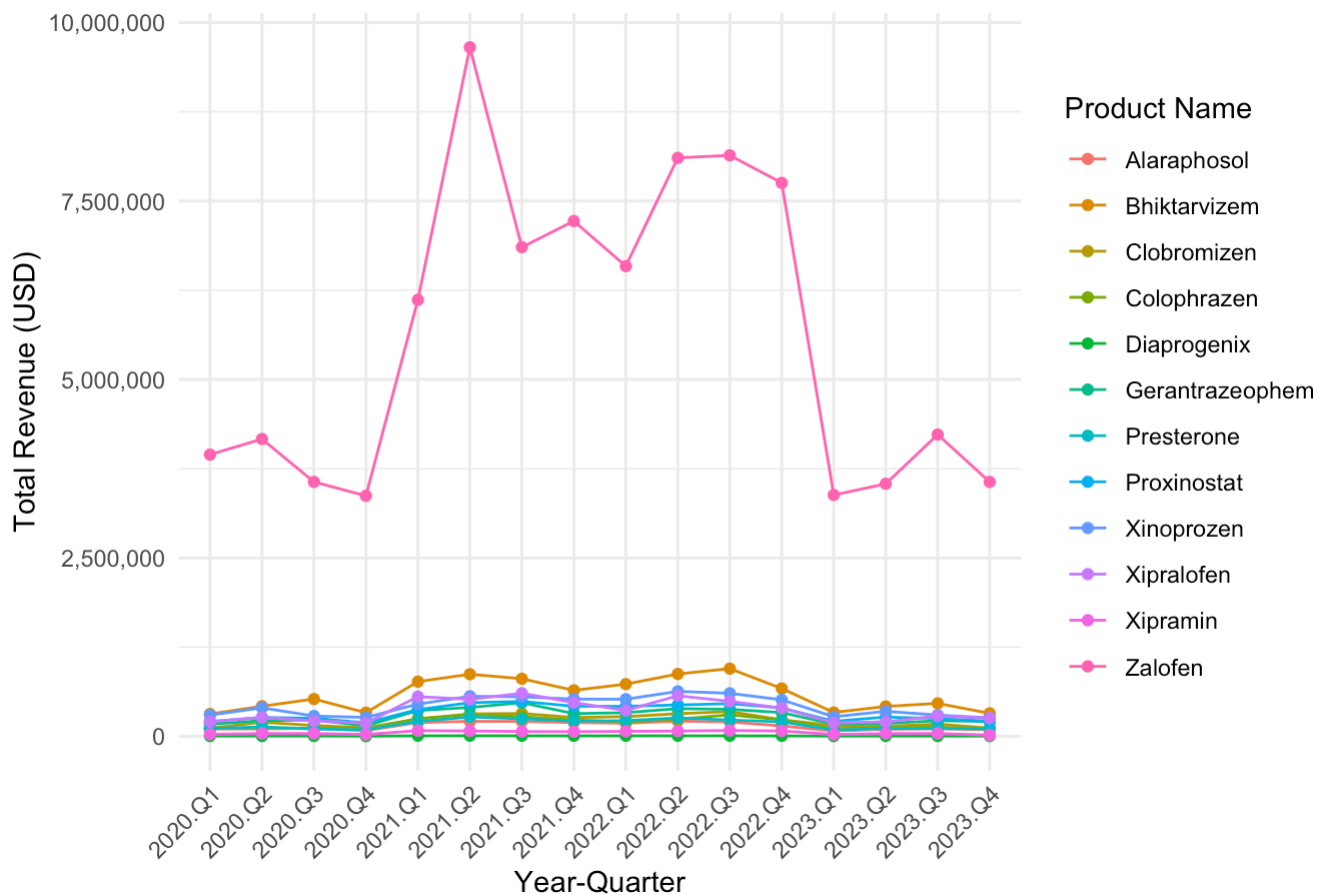
##	product_name	year	quarter	total_revenue	total_units
## 1	Alaraphosol	2020	1	102120	111000
## 2	Bhiktarvizem	2020	1	313083	80900
## 3	Clobromizen	2020	1	114624	79600
## 4	Colophrazen	2020	1	113406	92200
## 5	Diaprogenix	2020	1	4272	106800
## 6	Gerantrazeophem	2020	1	169796	90800
## 7	Presterone	2020	1	110090	101000
## 8	Proxinostat	2020	1	207836	93200
## 9	Xinoprozen	2020	1	297510	105500
## 10	Xipralofen	2020	1	206108	43300
## 11	Xipramin	2020	1	29304	40700
## 12	Zalofen	2020	1	3946800	101200
## 13	Alaraphosol	2020	2	105248	114400
## 14	Bhiktarvizem	2020	2	422217	109100
## 15	Clobromizen	2020	2	198144	137600
## 16	Colophrazen	2020	2	119187	96900
## 17	Diaprogenix	2020	2	4800	120000
## 18	Gerantrazeophem	2020	2	220473	117900
## 19	Presterone	2020	2	133416	122400
## 20	Proxinostat	2020	2	264701	118700
## 21	Xinoprozen	2020	2	399876	141800
## 22	Xipralofen	2020	2	264656	55600
## 23	Xipramin	2020	2	39744	55200
## 24	Zalofen	2020	2	4165200	106800
## 25	Alaraphosol	2020	3	112792	122600
## 26	Bhiktarvizem	2020	3	523224	135200
## 27	Clobromizen	2020	3	152784	106100
## 28	Colophrazen	2020	3	111930	91000
## 29	Diaprogenix	2020	3	4852	121300
## 30	Gerantrazeophem	2020	3	229449	122700
## 31	Presterone	2020	3	102460	94000
## 32	Proxinostat	2020	3	253997	113900
## 33	Xinoprozen	2020	3	285102	101100
## 34	Xipralofen	2020	3	218008	45800
## 35	Xipramin	2020	3	40032	55600
## 36	Zalofen	2020	3	3564600	91400
## 37	Alaraphosol	2020	4	80868	87900
## 38	Bhiktarvizem	2020	4	332046	85800
## 39	Clobromizen	2020	4	119088	82700
## 40	Colophrazen	2020	4	109224	88800
## 41	Diaprogenix	2020	4	2880	72000
## 42	Gerantrazeophem	2020	4	147730	79000
## 43	Presterone	2020	4	91996	84400
## 44	Proxinostat	2020	4	190219	85300
## 45	Xinoprozen	2020	4	265080	94000
## 46	Xipralofen	2020	4	185164	38900
## 47	Xipramin	2020	4	27000	37500
## 48	Zalofen	2020	4	3369600	86400
## 49	Alaraphosol	2021	1	193844	210700
## 50	Bhiktarvizem	2021	1	766647	198100
## 51	Clobromizen	2021	1	242640	168500
## 52	Colophrazen	2021	1	246984	200800
## 53	Diaprogenix	2021	1	8480	212000
## 54	Gerantrazeophem	2021	1	361658	193400

## 55	Presterone	2021	1	208299	191100
## 56	Proxinostat	2021	1	374640	168000
## 57	Xinoprozen	2021	1	452046	160300
## 58	Xipralofen	2021	1	556444	116900
## 59	Xipramin	2021	1	80496	111800
## 60	Zalofen	2021	1	6115200	156800
## 61	Alaraphosol	2021	2	210404	228700
## 62	Bhiktarvizem	2021	2	870363	224900
## 63	Clobromizen	2021	2	314352	218300
## 64	Colophrazen	2021	2	305286	248200
## 65	Diaprogenix	2021	2	8936	223400
## 66	Gerantrazeophem	2021	2	405229	216700
## 67	Presterone	2021	2	271737	249300
## 68	Proxinostat	2021	2	471868	211600
## 69	Xinoprozen	2021	2	561180	199000
## 70	Xipralofen	2021	2	518840	109000
## 71	Xipramin	2021	2	75744	105200
## 72	Zalofen	2021	2	9652500	247500
## 73	Alaraphosol	2021	3	209760	228000
## 74	Bhiktarvizem	2021	3	806895	208500
## 75	Clobromizen	2021	3	320832	222800
## 76	Colophrazen	2021	3	275274	223800
## 77	Diaprogenix	2021	3	8664	216600
## 78	Gerantrazeophem	2021	3	472175	252500
## 79	Presterone	2021	3	246013	225700
## 80	Proxinostat	2021	3	489485	219500
## 81	Xinoprozen	2021	3	554694	196700
## 82	Xipralofen	2021	3	603568	126800
## 83	Xipramin	2021	3	68184	94700
## 84	Zalofen	2021	3	6852300	175700
## 85	Alaraphosol	2021	4	193660	210500
## 86	Bhiktarvizem	2021	4	644742	166600
## 87	Clobromizen	2021	4	264240	183500
## 88	Colophrazen	2021	4	230379	187300
## 89	Diaprogenix	2021	4	7632	190800
## 90	Gerantrazeophem	2021	4	318461	170300
## 91	Presterone	2021	4	212877	195300
## 92	Proxinostat	2021	4	421693	189100
## 93	Xinoprozen	2021	4	521982	185100
## 94	Xipralofen	2021	4	472668	99300
## 95	Xipramin	2021	4	65232	90600
## 96	Zalofen	2021	4	7218900	185100
## 97	Alaraphosol	2022	1	183724	199700
## 98	Bhiktarvizem	2022	1	731817	189100
## 99	Clobromizen	2022	1	276480	192000
## 100	Colophrazen	2022	1	201720	164000
## 101	Diaprogenix	2022	1	8336	208400
## 102	Gerantrazeophem	2022	1	331551	177300
## 103	Presterone	2022	1	219962	201800
## 104	Proxinostat	2022	1	420801	188700
## 105	Xinoprozen	2022	1	520290	184500
## 106	Xipralofen	2022	1	363188	76300
## 107	Xipramin	2022	1	69984	97200
## 108	Zalofen	2022	1	6587100	168900
## 109	Alaraphosol	2022	2	214084	232700
## 110	Bhiktarvizem	2022	2	873846	225800

## 111	Clobromizen	2022	2	317808	220700
## 112	Colophrazen	2022	2	241326	196200
## 113	Diaprogenix	2022	2	7876	196900
## 114	Gerantrazeophem	2022	2	388773	207900
## 115	Presterone	2022	2	258984	237600
## 116	Proxinostat	2022	2	440202	197400
## 117	Xinoprozen	2022	2	629988	223400
## 118	Xipralofen	2022	2	568820	119500
## 119	Xipramin	2022	2	74952	104100
## 120	Zalofen	2022	2	8104200	207800
## 121	Alaraphosol	2022	3	202584	220200
## 122	Bhiktarvizem	2022	3	948924	245200
## 123	Clobromizen	2022	3	347616	241400
## 124	Colophrazen	2022	3	301965	245500
## 125	Diaprogenix	2022	3	8288	207200
## 126	Gerantrazeophem	2022	3	378488	202400
## 127	Presterone	2022	3	228573	209700
## 128	Proxinostat	2022	3	458042	205400
## 129	Xinoprozen	2022	3	603480	214000
## 130	Xipralofen	2022	3	490756	103100
## 131	Xipramin	2022	3	82080	114000
## 132	Zalofen	2022	3	8139300	208700
## 133	Alaraphosol	2022	4	145820	158500
## 134	Bhiktarvizem	2022	4	670284	173200
## 135	Clobromizen	2022	4	231840	161000
## 136	Colophrazen	2022	4	231732	188400
## 137	Diaprogenix	2022	4	6792	169800
## 138	Gerantrazeophem	2022	4	333234	178200
## 139	Presterone	2022	4	203830	187000
## 140	Proxinostat	2022	4	398501	178700
## 141	Xinoprozen	2022	4	512112	181600
## 142	Xipralofen	2022	4	395556	83100
## 143	Xipramin	2022	4	75528	104900
## 144	Zalofen	2022	4	7753200	198800
## 145	Alaraphosol	2023	1	76728	83400
## 146	Bhiktarvizem	2023	1	334755	86500
## 147	Clobromizen	2023	1	152496	105900
## 148	Colophrazen	2023	1	108855	88500
## 149	Diaprogenix	2023	1	3344	83600
## 150	Gerantrazeophem	2023	1	170731	91300
## 151	Presterone	2023	1	88944	81600
## 152	Proxinostat	2023	1	211181	94700
## 153	Xinoprozen	2023	1	274950	97500
## 154	Xipralofen	2023	1	188972	39700
## 155	Xipramin	2023	1	26424	36700
## 156	Zalofen	2023	1	3381300	86700
## 157	Alaraphosol	2023	2	99452	108100
## 158	Bhiktarvizem	2023	2	419508	108400
## 159	Clobromizen	2023	2	141840	98500
## 160	Colophrazen	2023	2	122385	99500
## 161	Diaprogenix	2023	2	4724	118100
## 162	Gerantrazeophem	2023	2	181764	97200
## 163	Presterone	2023	2	109872	100800
## 164	Proxinostat	2023	2	270053	121100
## 165	Xinoprozen	2023	2	350808	124400
## 166	Xipralofen	2023	2	203252	42700

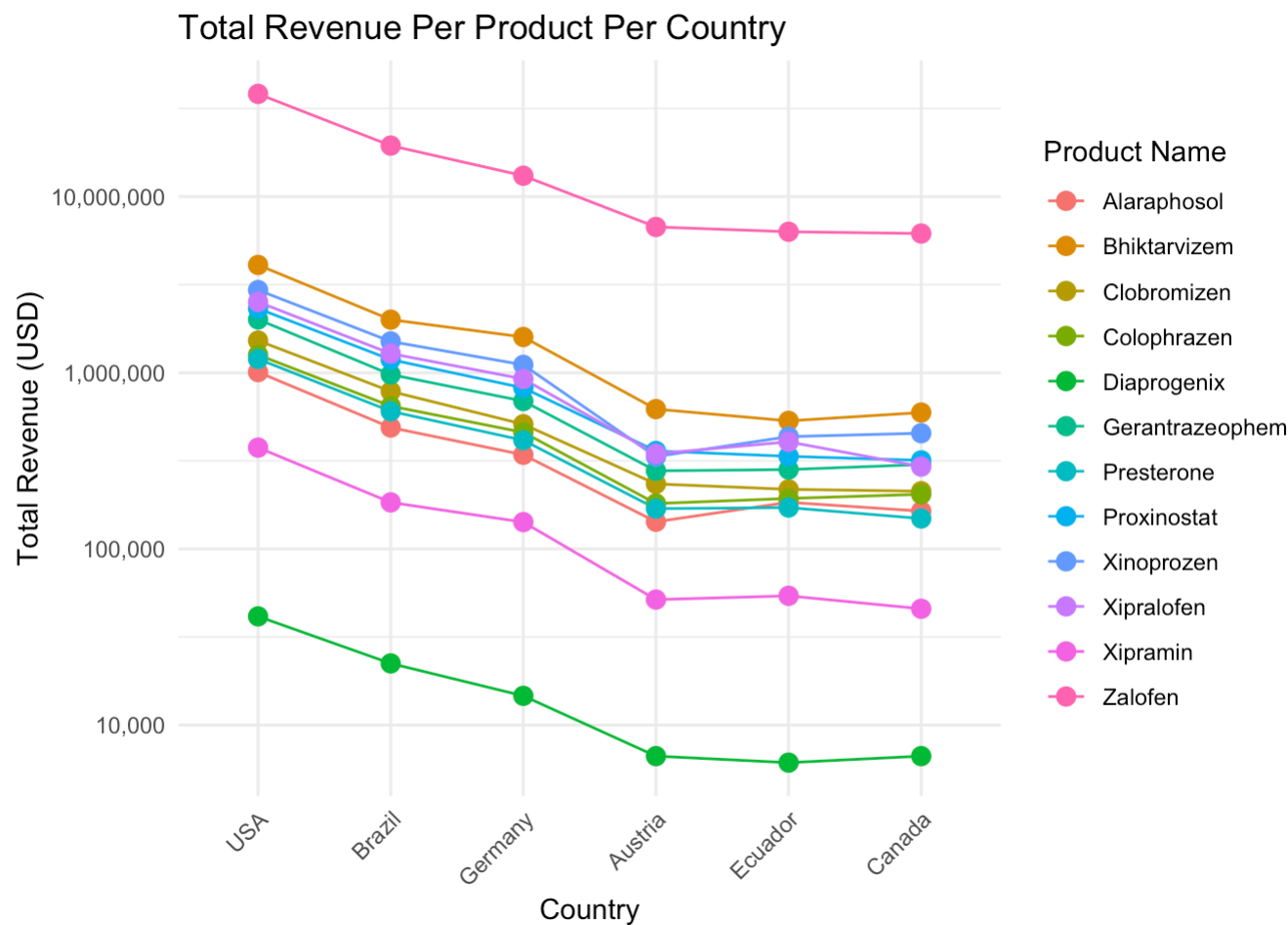
## 167	Xipramin	2023	2	39672	55100
## 168	Zalofen	2023	2	3537300	90700
## 169	Alaraphosol	2023	3	105892	115100
## 170	Bhiktarvizem	2023	3	461691	119300
## 171	Clobromizen	2023	3	171792	119300
## 172	Colophrazen	2023	3	130134	105800
## 173	Diaprogenix	2023	3	4236	105900
## 174	Gerantrazeophem	2023	3	219164	117200
## 175	Presterone	2023	3	110090	101000
## 176	Proxinostat	2023	3	251098	112600
## 177	Xinoprozen	2023	3	298638	105900
## 178	Xipralofen	2023	3	284648	59800
## 179	Xipramin	2023	3	39960	55500
## 180	Zalofen	2023	3	4227600	108400
## 181	Alaraphosol	2023	4	93472	101600
## 182	Bhiktarvizem	2023	4	322758	83400
## 183	Clobromizen	2023	4	116064	80600
## 184	Colophrazen	2023	4	98277	79900
## 185	Diaprogenix	2023	4	3744	93600
## 186	Gerantrazeophem	2023	4	207757	111100
## 187	Presterone	2023	4	108128	99200
## 188	Proxinostat	2023	4	213634	95800
## 189	Xinoprozen	2023	4	258876	91800
## 190	Xipralofen	2023	4	257040	54000
## 191	Xipramin	2023	4	18648	25900
## 192	Zalofen	2023	4	3564600	91400

## Total Revenue Trends Per Product Per Quarter



# Analytical Query III: Total revenue per product per country

For this query, we will display total revenue per product per country using line charts.



# Analytical Query IV: Average Sales Per Sales Rep for Each Quarter

The following analysis provides the average sales per sales rep for each quarter.

rep_name	year	quarter	average_sales
Aneeta Kappoorthy	2020	1	\$15,266.20
Helmut Schwab	2020	1	\$8,851.11
Lynette McRowe	2020	1	\$13,085.64
Prasad Patel	2020	1	\$11,650.31
Ralph Klinger	2020	1	\$10,887.65
Veronika Sixt	2020	1	\$6,726.32
Walison da Silva	2020	1	\$21,219.50
Aneeta Kappoorthy	2020	2	\$13,117.90
Helmut Schwab	2020	2	\$13,073.42
Lynette McRowe	2020	2	\$16,403.86
Prasad Patel	2020	2	\$10,437.62

rep_name	year	quarter	average_sales
Ralph Klinger	2020	2	\$5,972.62
Veronika Sixt	2020	2	\$3,771.69
Walison da Silva	2020	2	\$25,267.34
Aneeta Kappoorthy	2020	3	\$15,640.60
Helmut Schwab	2020	3	\$7,930.57
Lynette McRowe	2020	3	\$13,334.96
Prasad Patel	2020	3	\$9,474.01
Ralph Klinger	2020	3	\$11,062.91
Veronika Sixt	2020	3	\$5,230.25
Walison da Silva	2020	3	\$19,054.74
Aneeta Kappoorthy	2020	4	\$8,664.34
Helmut Schwab	2020	4	\$16,091.06
Lynette McRowe	2020	4	\$11,825.46
Prasad Patel	2020	4	\$8,172.12
Ralph Klinger	2020	4	\$10,860.89
Veronika Sixt	2020	4	\$7,446.54
Walison da Silva	2020	4	\$19,114.86
Aneeta Kappoorthy	2021	1	\$20,373.02
Helmut Schwab	2021	1	\$14,593.80
Lynette McRowe	2021	1	\$25,046.00
Prasad Patel	2021	1	\$15,878.14
Ralph Klinger	2021	1	\$9,511.94
Veronika Sixt	2021	1	\$9,292.87
Walison da Silva	2021	1	\$28,878.51
Aneeta Kappoorthy	2021	2	\$25,248.42
Helmut Schwab	2021	2	\$16,102.04
Lynette McRowe	2021	2	\$33,420.32
Prasad Patel	2021	2	\$22,698.54
Ralph Klinger	2021	2	\$17,259.69
Veronika Sixt	2021	2	\$13,390.54
Walison da Silva	2021	2	\$43,888.68
Aneeta Kappoorthy	2021	3	\$22,102.41



rep_name	year	quarter	average_sales
Helmut Schwab	2021	3	\$14,283.04
Lynette McRowe	2021	3	\$20,801.83
Prasad Patel	2021	3	\$19,358.96
Ralph Klinger	2021	3	\$15,366.38
Veronika Sixt	2021	3	\$9,854.05
Walison da Silva	2021	3	\$34,480.92
Aneeta Kappoorthy	2021	4	\$22,108.81
Helmut Schwab	2021	4	\$13,717.36
Lynette McRowe	2021	4	\$28,283.48
Prasad Patel	2021	4	\$13,991.53
Ralph Klinger	2021	4	\$13,155.68
Veronika Sixt	2021	4	\$8,164.25
Walison da Silva	2021	4	\$36,679.17
Aneeta Kappoorthy	2022	1	\$20,936.82
Helmut Schwab	2022	1	\$15,082.33
Lynette McRowe	2022	1	\$24,227.63
Prasad Patel	2022	1	\$14,316.42
Ralph Klinger	2022	1	\$8,639.03
Veronika Sixt	2022	1	\$9,782.05
Walison da Silva	2022	1	\$33,927.95
Aneeta Kappoorthy	2022	2	\$30,372.40
Helmut Schwab	2022	2	\$12,243.18
Lynette McRowe	2022	2	\$25,393.83
Prasad Patel	2022	2	\$16,826.80
Ralph Klinger	2022	2	\$10,547.71
Veronika Sixt	2022	2	\$10,614.76
Walison da Silva	2022	2	\$43,533.52
Aneeta Kappoorthy	2022	3	\$30,516.60
Helmut Schwab	2022	3	\$14,299.03
Lynette McRowe	2022	3	\$27,443.47
Prasad Patel	2022	3	\$19,768.41
Ralph Klinger	2022	3	\$11,591.74

rep_name	year	quarter	average_sales
Veronika Sixt	2022	3	\$9,134.90
Walison da Silva	2022	3	\$39,391.99
Aneeta Kappoorthy	2022	4	\$28,190.09
Helmut Schwab	2022	4	\$12,138.04
Lynette McRowe	2022	4	\$26,671.62
Prasad Patel	2022	4	\$17,075.71
Ralph Klinger	2022	4	\$9,646.25
Veronika Sixt	2022	4	\$13,491.50
Walison da Silva	2022	4	\$35,863.26
Aneeta Kappoorthy	2023	1	\$13,932.16
Helmut Schwab	2023	1	\$10,426.73
Lynette McRowe	2023	1	\$10,313.42
Prasad Patel	2023	1	\$9,861.63
Ralph Klinger	2023	1	\$5,822.52
Veronika Sixt	2023	1	\$6,739.11
Walison da Silva	2023	1	\$20,883.52
Aneeta Kappoorthy	2023	2	\$15,090.31
Helmut Schwab	2023	2	\$4,846.84
Lynette McRowe	2023	2	\$10,473.71
Prasad Patel	2023	2	\$9,239.33
Ralph Klinger	2023	2	\$11,771.14
Veronika Sixt	2023	2	\$6,508.96
Walison da Silva	2023	2	\$20,789.35
Aneeta Kappoorthy	2023	3	\$14,048.43
Helmut Schwab	2023	3	\$7,045.02
Lynette McRowe	2023	3	\$17,903.23
Prasad Patel	2023	3	\$10,898.67
Ralph Klinger	2023	3	\$10,681.49
Veronika Sixt	2023	3	\$2,817.14
Walison da Silva	2023	3	\$23,375.68
Aneeta Kappoorthy	2023	4	\$14,710.68
Helmut Schwab	2023	4	\$12,742.44

rep_name	year	quarter	average_sales
Lynette McRowe	2023	4	\$12,695.24
Prasad Patel	2023	4	\$10,306.55
Ralph Klinger	2023	4	\$6,740.32
Veronika Sixt	2023	4	\$6,315.62
Walison da Silva	2023	4	\$18,143.12