



# Sales Excel Project



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2024

# Introduction

**My name is Yuvraj Giri. Currently I'm learning Excel and have upper intermediate skills. This project focuses on sales price analysis, including sales forecasting, sales trend, and many more. It is my First Excel Project. I've included various charts in this project which will be beneficial for making data driven business decisions and extracting meaningful insights from this.**



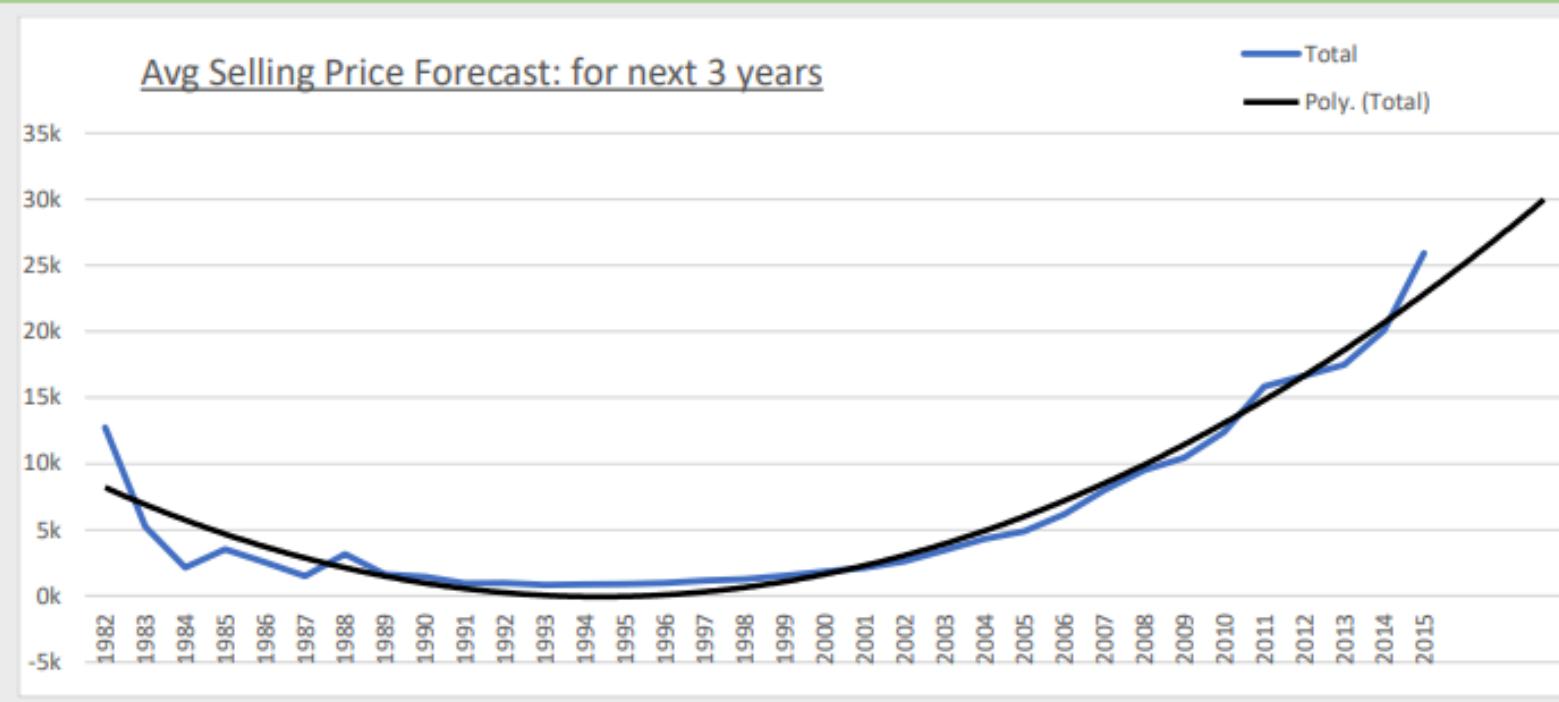
# Dashboard

## STEPS INCLUDED

- Data cleaning
- Data Processing
- Data Analysing using Pivot table
- Dashboard with charts

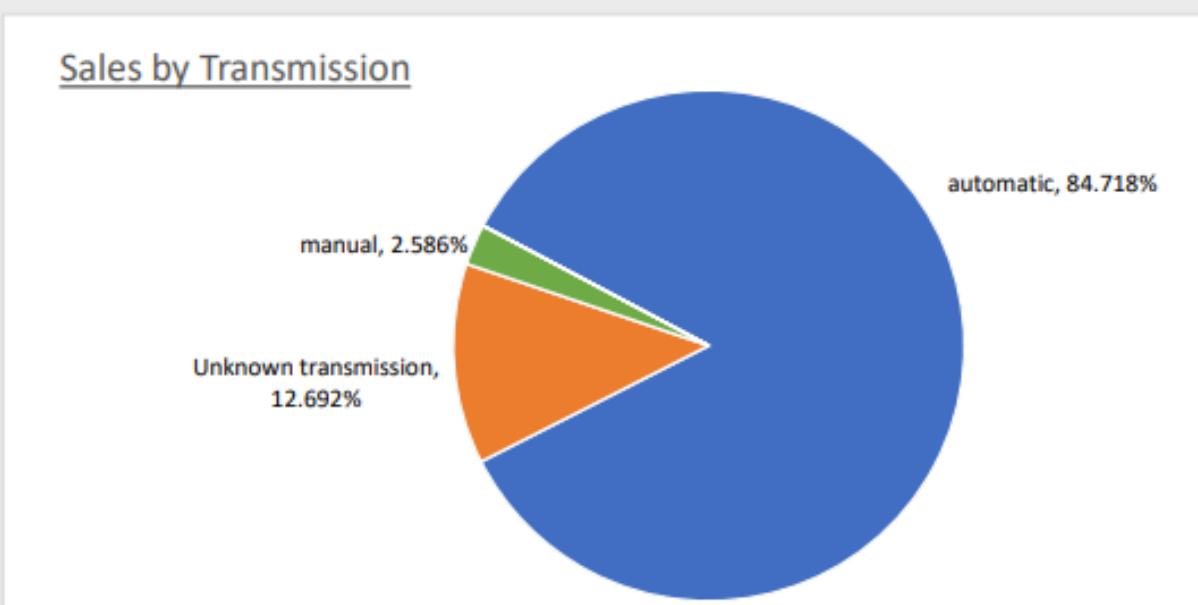
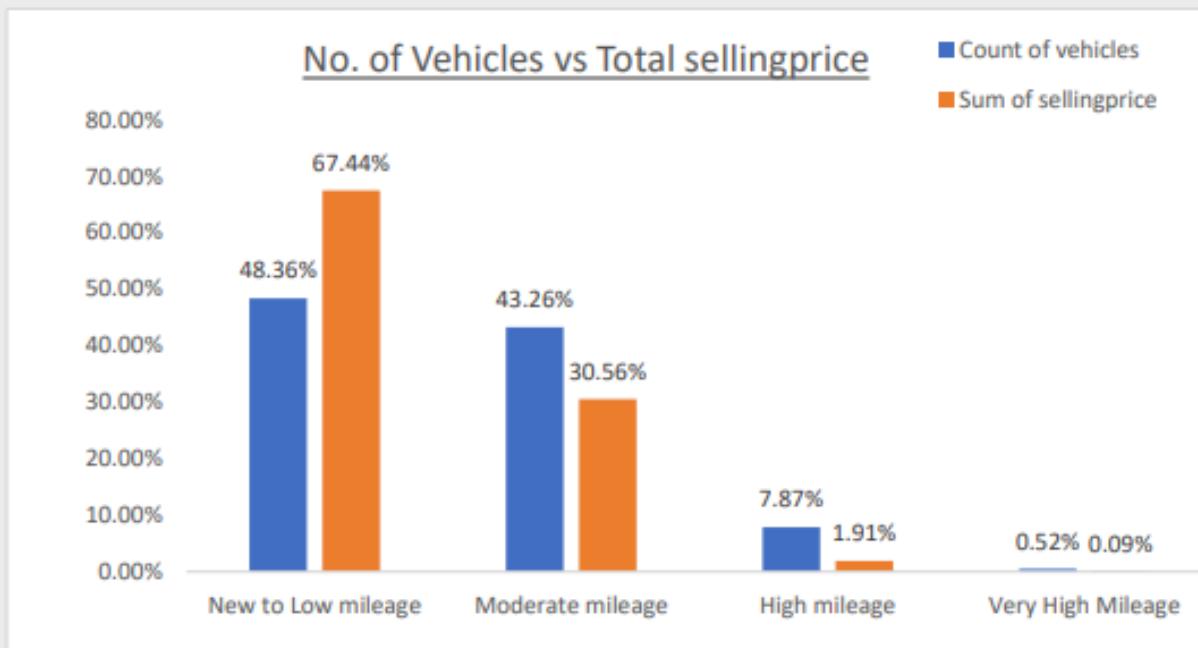
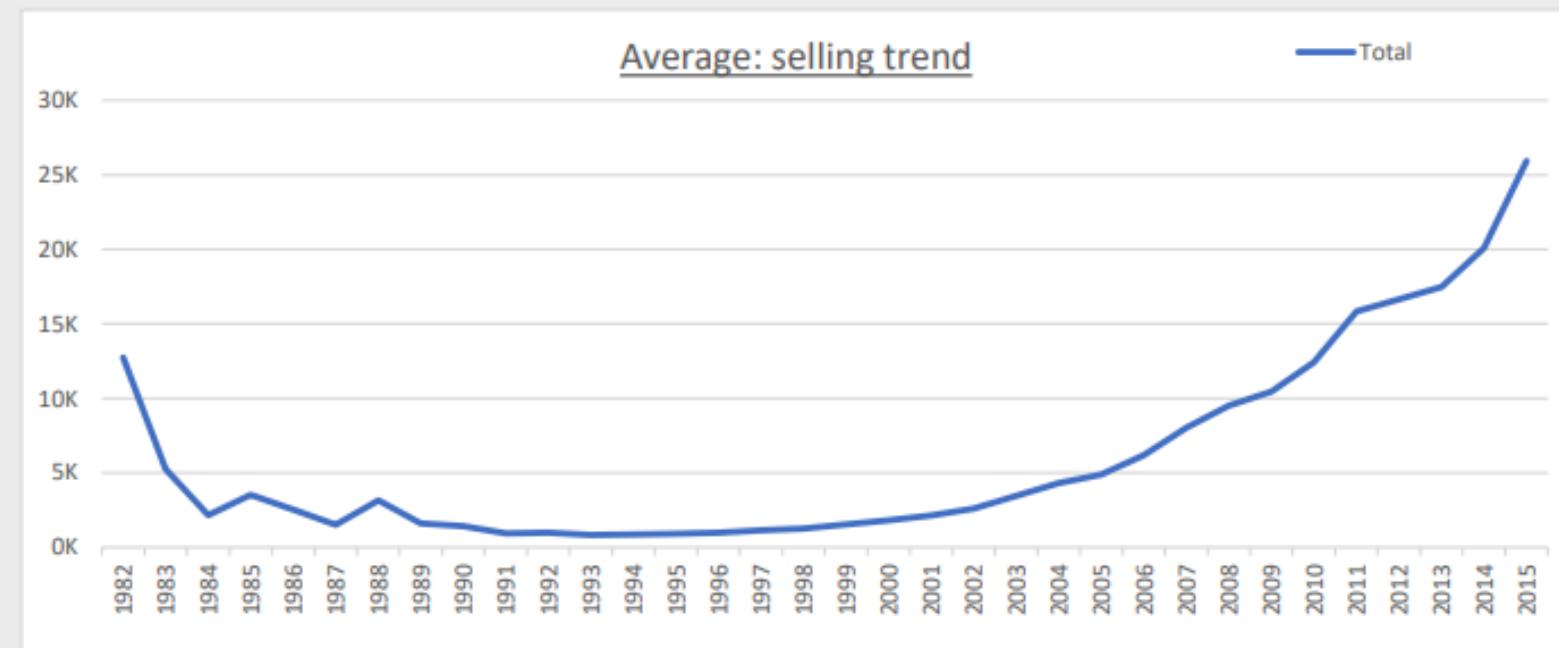
## Car's Price Project

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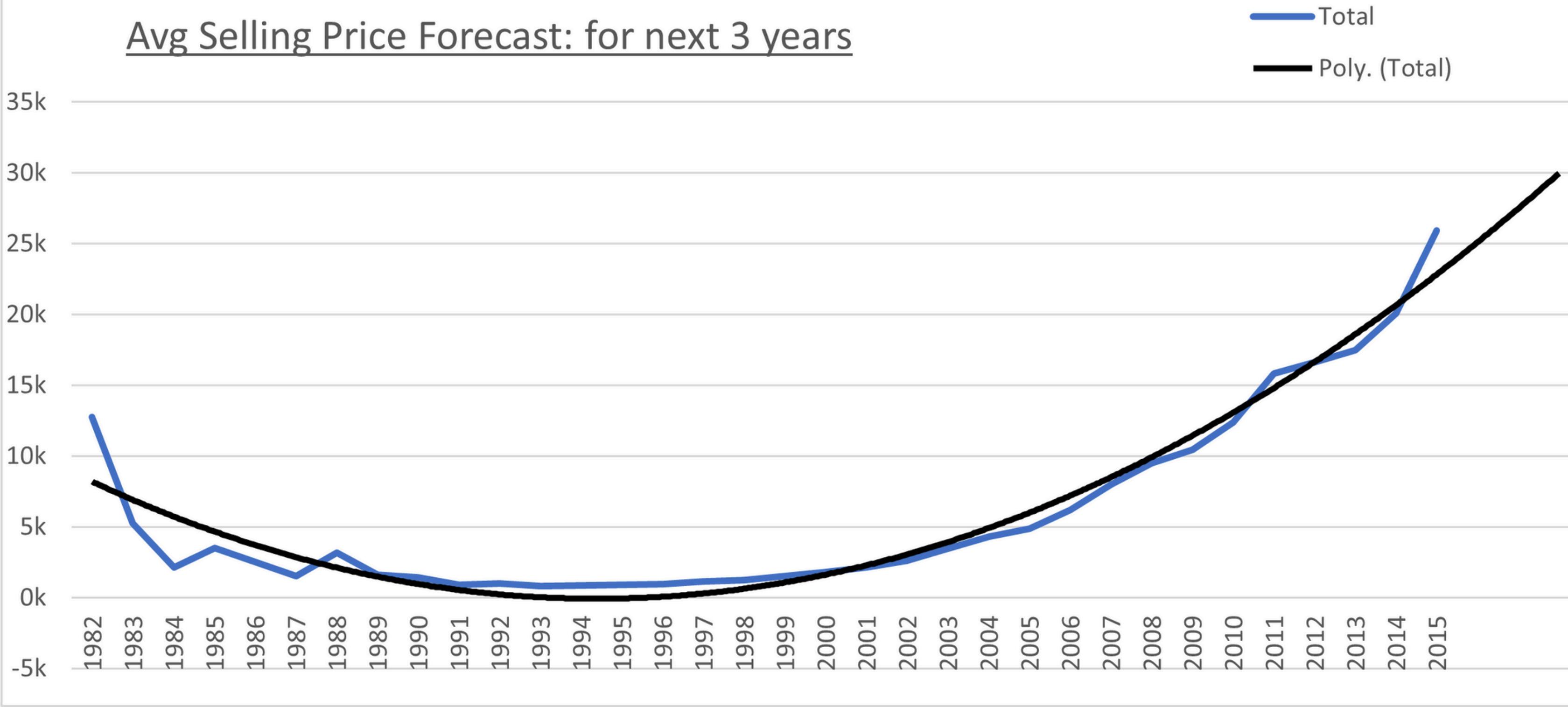


make
Acura
airstream
Aston Martin
Audi
Bentley
BMW
Buick
Cadillac
chev truck
Chevrolet

model
350
360
500
626
850
911
940
960
1500
2500

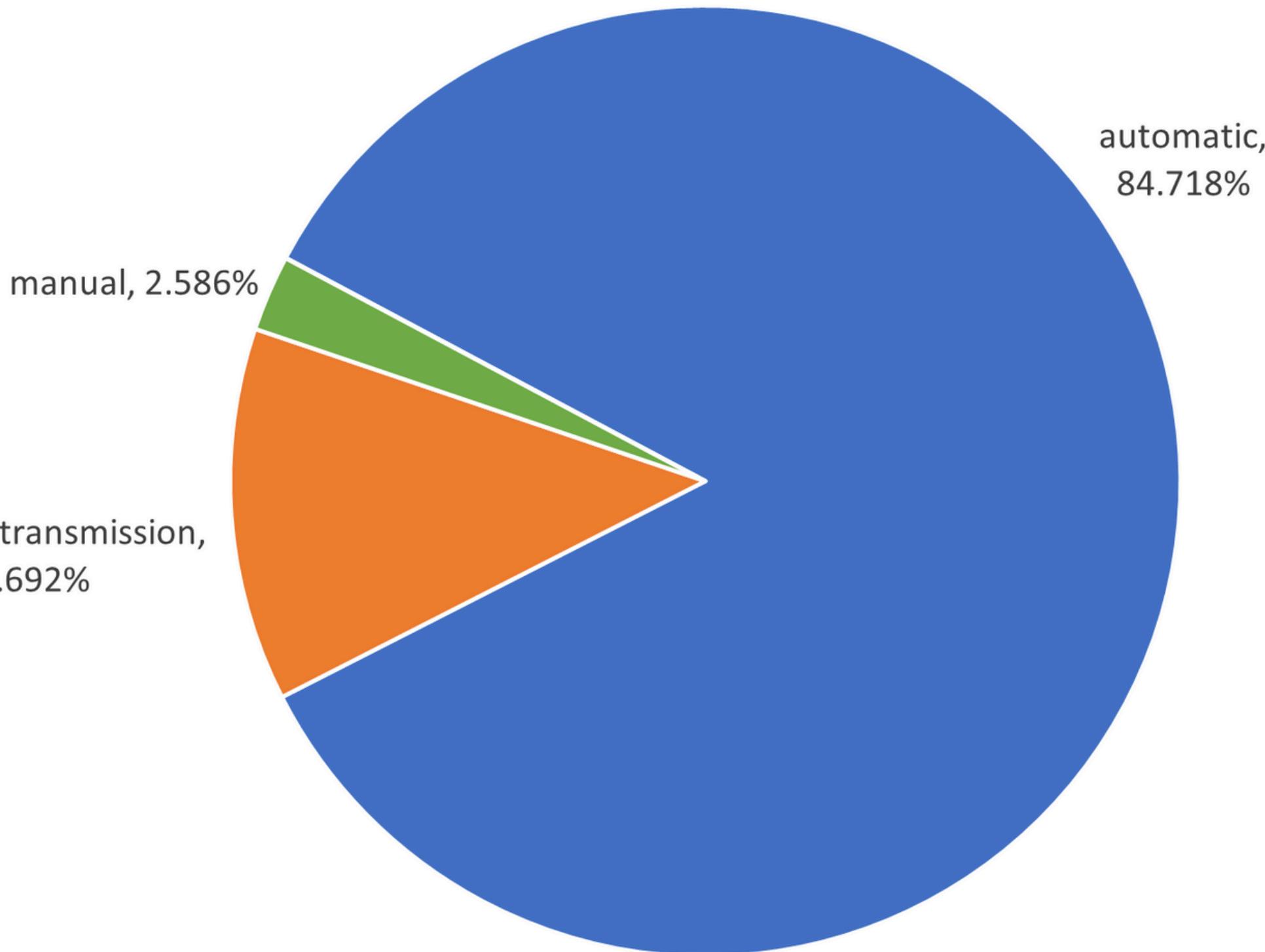


## Avg Selling Price Forecast: for next 3 years



Looking at the chart, we can estimate that the average selling price for 2018 will be around \$30,000. This forecast will help in setting competitive prices, ensuring alignment with future market trends. Additionally, it enables better purchasing decisions by buying products at lower prices and selling when prices are expected to peak. By stocking high-demand products before prices rise and avoiding those likely to depreciate, the business can ensure profitable sales in the future.

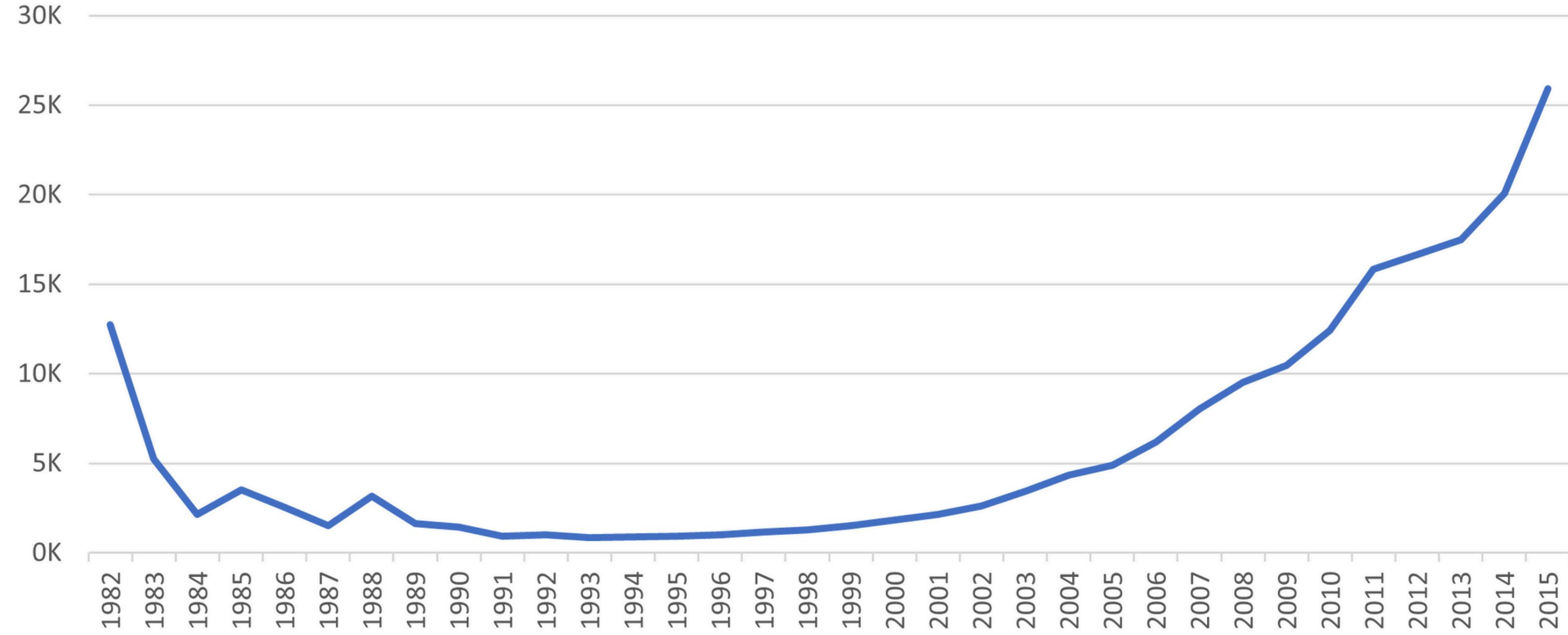
## Sales by Transmission



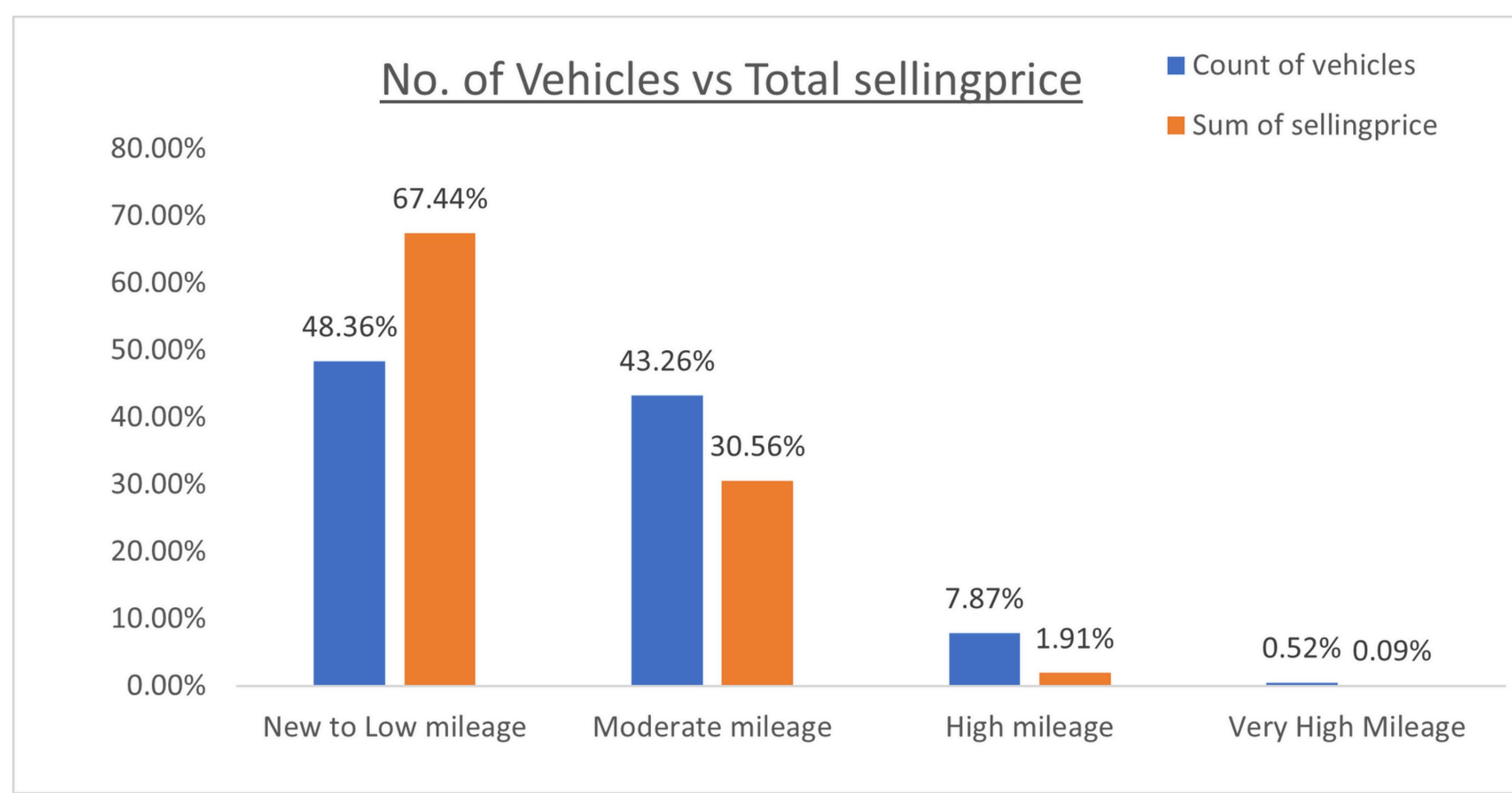
The chart shows that automatic transmission sales account for 84.71%, making it the largest segment. Based on this, we can stock more automatic transmission models, reducing unsold inventory from less popular manual transmission cars. Promotions and discounts can be targeted toward automatic models, attracting more customers and boosting sales. Additionally, dynamic pricing can be implemented for automatic transmission models, optimizing profit margins.

## Average: selling trend

Total

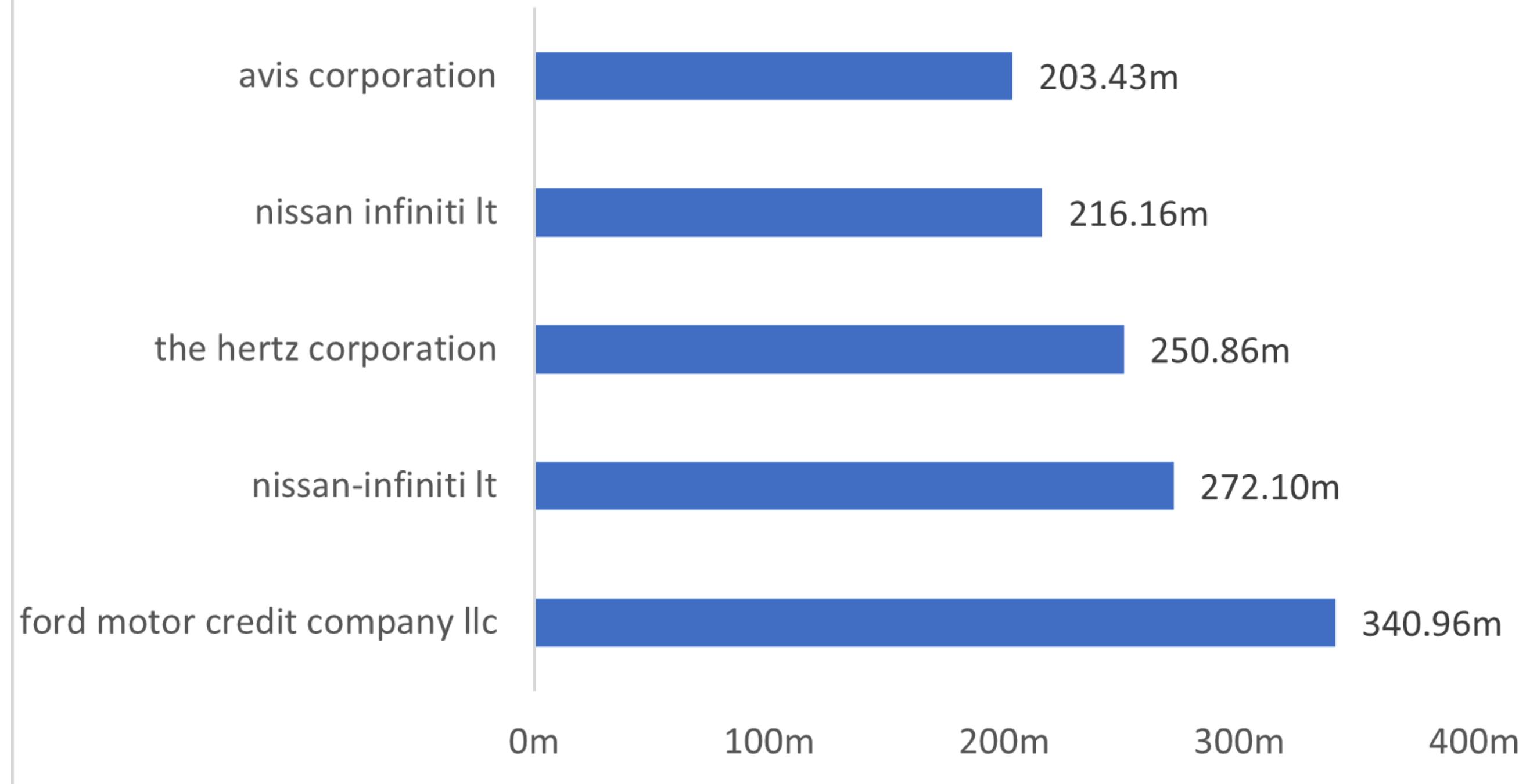


The chart shows a long-term upward price trend, despite a drop in average price during the first 9 to 10 years. This reflects consistent growth in average sales price over time, indicating that strategies are working effectively. To capitalize on this trend, we should focus on stocking products with higher average prices, maximizing revenue. Monitoring price fluctuations will also help guide future inventory and pricing decisions to maintain profitability.



By analyzing the chart, we can see that the number of vehicles in the new to low mileage category is the largest, contributing 67.44% of total sales. This indicates a strong demand, suggesting that increasing inventory in this category could help maximize profits. In the moderate mileage category, the number of vehicles is 43.26%, with total sales accounting for 30.56%. By offering financing options and discounts in this category, we can potentially boost sales and further increase profitability.

## Top 5 Sellers by Total sales



By identifying top sellers, the company can allocate resources like marketing support, additional stock, and training to boost their performance. This empowers high-performing sellers to drive more revenue while helping others improve through targeted training. Promoting top sellers in marketing can also attract more customers and increase overall sales.

# Contact



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# Thank you!



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