Sales Rep	Sum of Profit Percentage	Sum of Commission
Ben	4.68%	5,677.93
Jacob	5.21%	5,664.65
Total	**9.89%**	**11,342.58**

Overall profit percentage and commission for sales against each sales representative

Here we use Profit % formula [Profit Percentage = DIVIDE([Profit],[Cost Price], 0) * 0.01] and then use commission formula [Commission = [Selling Price] * 0.1] we can set commission to 10%

Sales Rep	Shift	Count of Shift
Ben	Day	17
Ben	Night	27
Jacob	Day	27
Jacob	Night	17
Total		**88**

Month

July

August

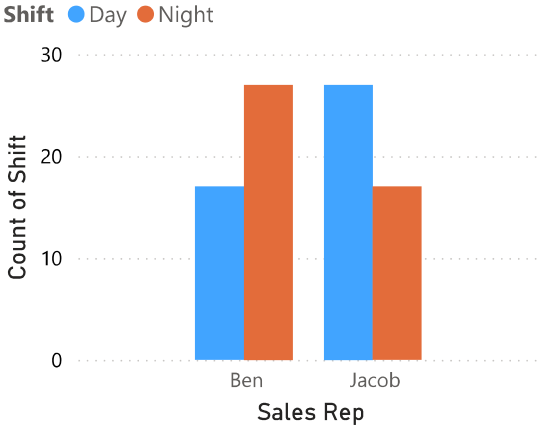### Count of Shift by Sales Rep and Shift

Shift ● Day ● Night

**Sales representative-wise total number of work shifts (monthly basis)
and work shifts (day & night) trends against the sales representative**

5 (a) What are the areas you find for further improvement in terms of business product sales ?
There is a significant variation in profit margins across different sales representatives and shifts. providing targeted training for sales reps like Ben to increase efficiency.

5 (c) Is there any additional impact you find in business in terms of product sales trends?

Sales tend to be higher on Fridays and Mondays Ben's higher quantity sold during night shifts on Fridays and Jacob's sales show consistent performance during day shifts.

5(b) In which work shift does the sales representative mostly work?
Ben mostly works the night shift, with a total of 27 night shifts.
Jacob mostly works the day shift, with a total of 27 Day shifts