

Dashboard ini saya buat hanya untuk Portofolio.

Note :

- > Sesuai Request StakeHolder
- > Data yang saya gunakan sudah tidak real.
- > Contoh dari beberapa Analisa yang saya buat

Terimakasih

DASHBOARD NET SALES

Desember 2022



2bn

SEP



43.27bn

Total Hna_Amount



2.38bn

Total Discount



40.89bn

Total Net Sales



284.45K

Total Qty



1.073K

Total Outlet

Total Net Sales by Distributor



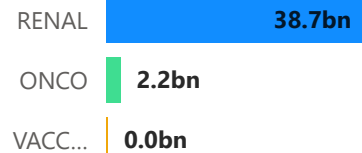
Growth Net Sales

96.78%

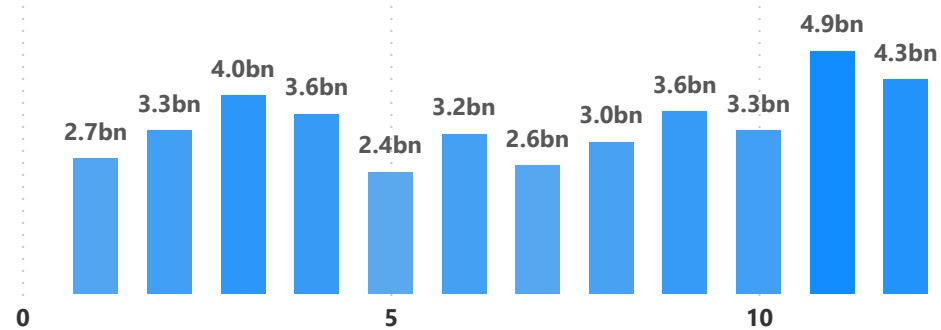
YoY NetSales %

2022 40.9bn

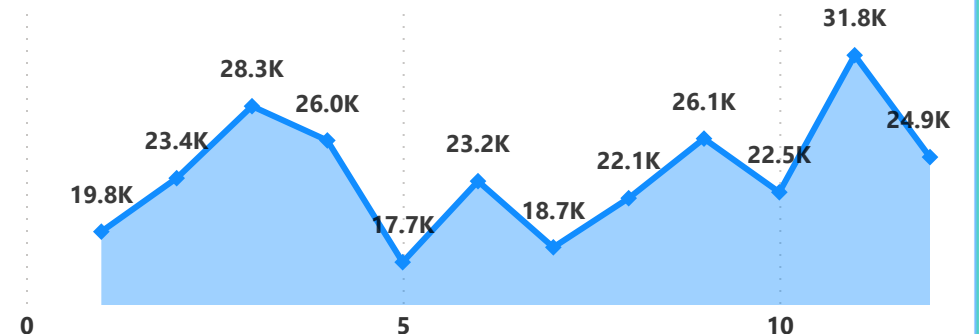
Net Sales by Group Product



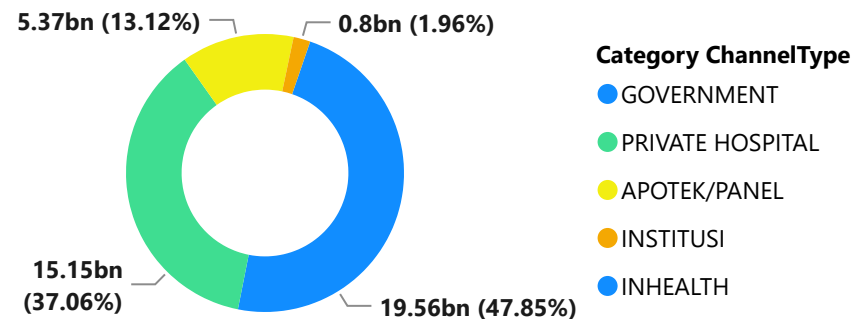
Monthly Trend Net Sales



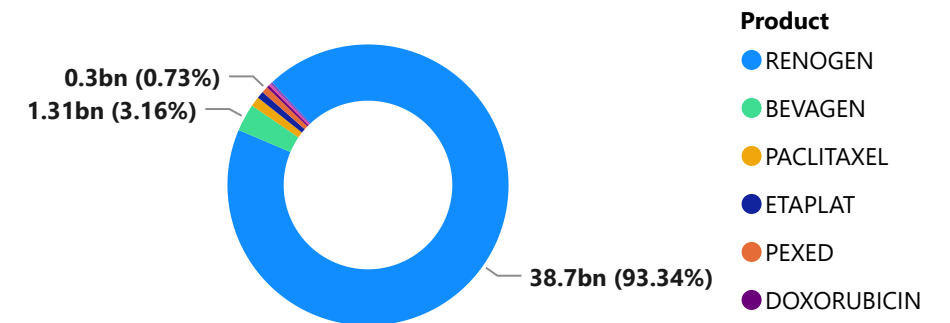
Monthly Trend Orders by Order



Total Net Sales by Category



Total Net Sales by Product



DASHBOARD SALES

Desember 2022

Year

All

Month

All



2bn

SEP



43.27bn

Total Hna_Amount



2.38bn

Total Discount



40.89bn

Total Net Sales



284.45K

Total Qty



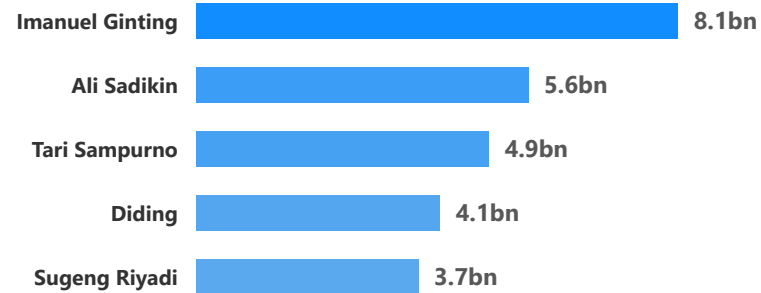
1.073K

Total Outlet

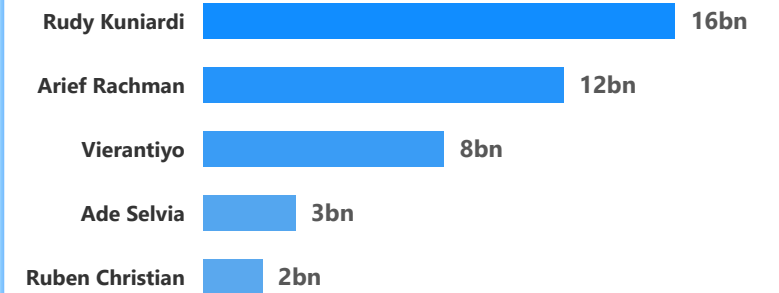
Top 5 PAM by Net Sales



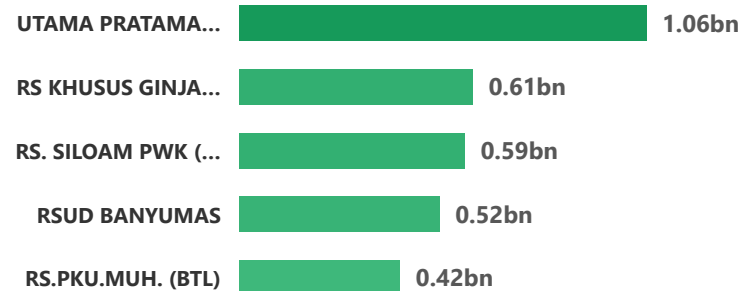
Top 5 ASM by Net Sales



Top 5 RSM by Net Sales



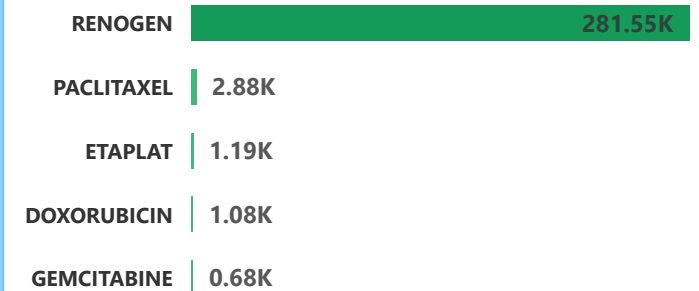
Top 5 Outlet by Net Sales



Top 5 Outlet by Qty



Top 5 Product by Qty



DASHBOARD SALES PERFORMANCE

Desember 2022

SALES PERFORMANCE RSM

Periode RSM	1		2		3		4		5		6	
	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH
Rudy Kuniardi	62.82%	65.72%	65.38%	-0.03%	89.12%	22.07%	72.38%	6.54%	67.27%	46.29%	69.04%	36.58%
Vierantiyo	86.32%	68.05%	58.71%	68.77%	80.55%	10.60%	47.09%	-2.93%	78.94%	108.85%	74.18%	72.77%
Arief Rachman	74.23%	59.03%	44.59%	-23.91%	66.59%	19.84%	53.44%	-28.12%	59.06%	73.67%	41.06%	26.59%
Ruben Christian	36.53%	1611.70%	49.07%	1498.60%	55.95%	1904.63%	49.31%	1649.33%	61.87%	3716.52%	48.52%	963.25%
Total	59.36%	98.17%	50.92%	50.20%	68.53%	67.65%	57.96%	47.58%	58.77%	152.83%	53.72%	98.79%

SALES PERFORMANCE ASM

Periode ASM	1		2		3		4		5		PERFORMANCE
	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	
ASM Vacant Renal Banten	94.92%	51.22%	88.48%	107.38%	147.35%	9.89%	75.41%	29.25%	111.09%	231.03%	126.61%
Imanuel Ginting	64.96%	82.90%	67.89%	-11.28%	106.63%	30.82%	95.96%	2.64%	62.34%	-2.20%	92.90%
Varieta Septi Flavinina	80.82%	54.72%	73.36%	52.71%	86.48%	20.08%	65.64%	0.07%	78.23%	199.64%	66.84%
Vacant Onco Sumatera 1	50.23%		53.60%	771.20%	122.93%	1543.52%	116.54%	23785.22%	45.92%	3643.42%	41.40%
Total	59.36%	98.17%	50.92%	50.20%	68.53%	67.65%	57.96%	47.58%	58.77%	152.83%	53.72%

SALES PERFORMANCE PAM

Periode ASM	1		2		3		4		5		PERFORMANCE
	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	PERFORMANCE	GROWTH	
ASM Vacant Renal Banten	94.92%	51.22%	88.48%	107.38%	147.35%	9.89%	75.41%	29.25%	111.09%	231.03%	126.61%
Imanuel Ginting	64.96%	82.90%	67.89%	-11.28%	106.63%	30.82%	95.96%	2.64%	62.34%	-2.20%	92.90%
Varieta Septi Flavinina	80.82%	54.72%	73.36%	52.71%	86.48%	20.08%	65.64%	0.07%	78.23%	199.64%	66.84%
Vacant Onco Sumatera 1	50.23%		53.60%	771.20%	122.93%	1543.52%	116.54%	23785.22%	45.92%	3643.42%	41.40%
Total	59.36%	98.17%	50.92%	50.20%	68.53%	67.65%	57.96%	47.58%	58.77%	152.83%	53.72%

DASHBOARD CALL

Desember 2022



343K

Kuota



155K

Call Plans



17K

Unplan



97K

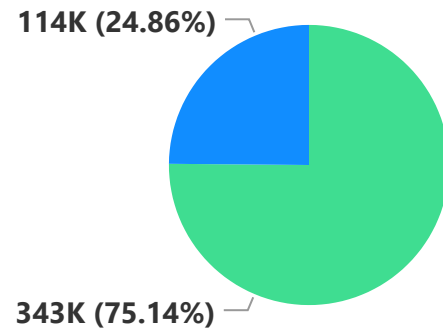
Total Plan



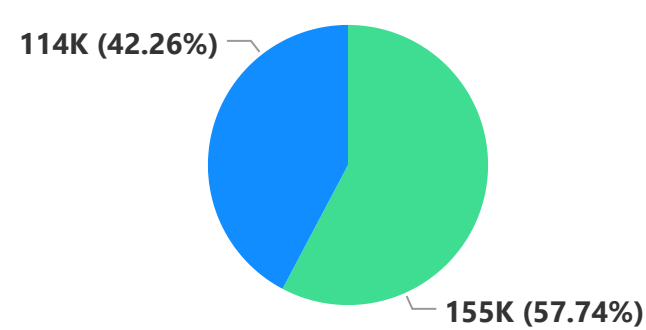
114K

Calls

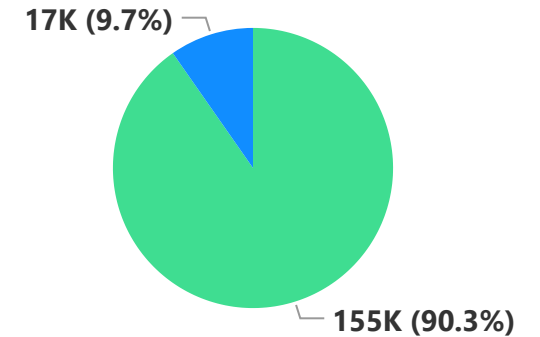
Kuota vs Call



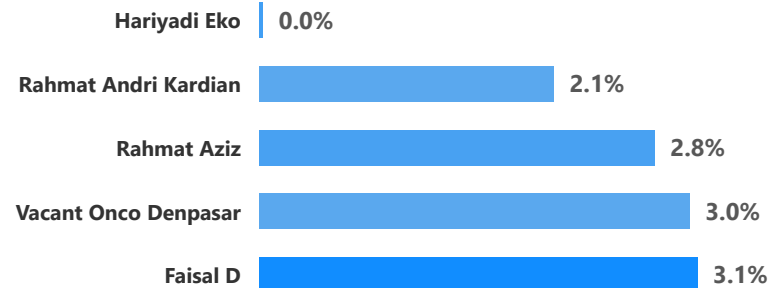
Call Plans vs Call



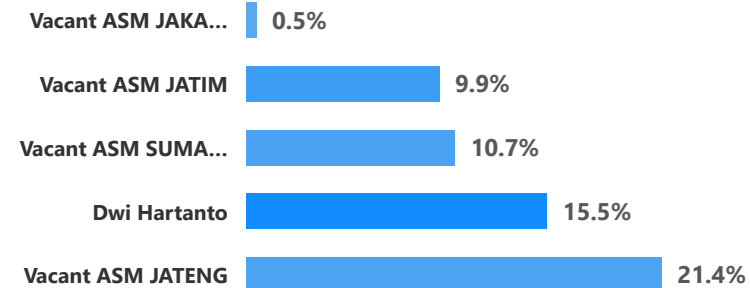
Call Plans vs Unplan



Lowest 5 PAM by Call Performance



Lowest 5 ASM by Call Performance



RSM by Call Performance

