

Business Sales Performance Analysis – Task 1

Internship Program: Future Data Science (FUTURE_DS)

Task ID: FUTURE_DS_01

Sales Data

	A	B	C	D	E	F	G
1	Order Date	Product Name	Category	Region	Sales		
2	2024-01-05	Laptop	Technology	South	55000		
3	2024-01-10	Mobile	Technology	North	30000		
4	2024-02-12	Chair	Furniture	East	8000		
5	2024-02-18	Table	Furniture	West	12000		
6	2024-03-03	Printer	Technology	South	15000		
7	2024-03-14	Bookcase	Furniture	North	20000		
8	2024-04-01	Headphones	Technology	East	10000		
9	2024-04-10	Monitor	Technology	West	18000		
10	2024-05-05	Desk	Furniture	South	22000		
11	2024-05-20	Mouse	Technology	North	5000		
12							
13							

1. Objective

- The objective of this project is to analyze business sales data using Microsoft Excel to identify sales trends and regional performance, and to derive meaningful insights that support data-driven decision-making.

2. Dataset Description

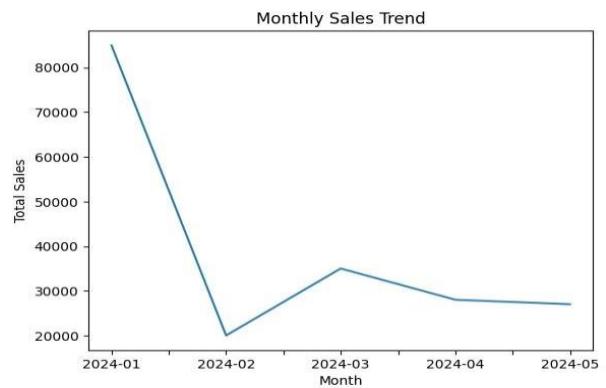
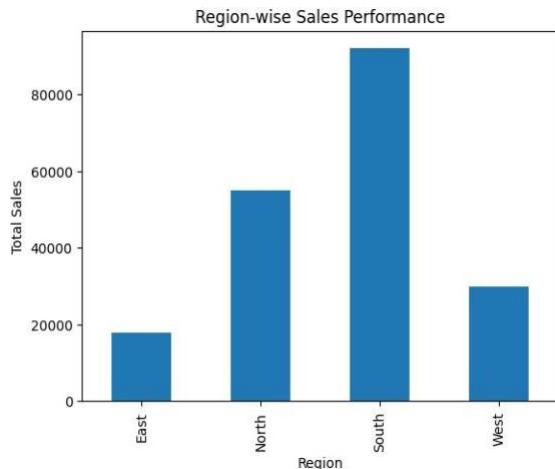
- The dataset contains sales-related information including:
- Order date
- Product name and category
- Region-wise sales data
- Sales revenue
- The data was analyzed and visualized using Microsoft Excel.

3. Tools Used

- Microsoft Excel

4. Analysis Performed

- Organized and reviewed the sales dataset
- Analyzed monthly sales trends
- Compared regional sales performance
- Created charts for clear data visualization



5. Key Insights

- Monthly sales showed noticeable variations over different time periods
- The South region generated the highest sales revenue, followed by the North region
- Some regions showed lower performance, indicating opportunities for improvement

6. Conclusion

- This project provided practical experience in analyzing real-world sales data using Microsoft Excel. The analysis helped in identifying sales trends and regional performance, supporting effective business decision-making. It also enhanced analytical and data visualization skills gained during the FUTURE_DS internship.

7. Internship Declaration

- This project was completed as part of the Future Data Science (FUTURE_DS) Internship – Task 1.