

Sales Overview

Customer Analysis

# **MOBILE SALES OVERVIEW**



in Anna Susan Anil

Total Revenue Generated

15M

Total Units Sold 19K

Average Selling Price (Per Unit) 783.13

Top-Performing Brand by Revenue Apple

Most Used Sales Channel Online

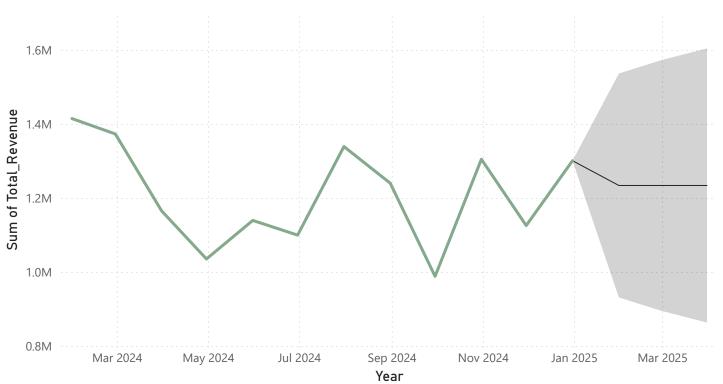
Customer\_Gender

Female

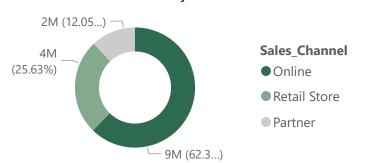
Male

Other

## Revenue Trend Over Time



# Revenue Distribution by Sales Channel



#### **Brand Performance Summary**

1M (8.36%)

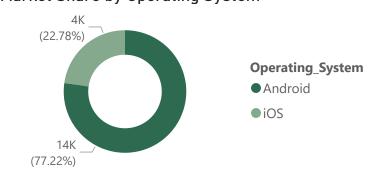
(42.09%)

Brand	Total Revenue ▼		Units Sold
Apple		3642888	4226
Samsung		3481021	3246
OnePlus		3027365	4395
Google		2554132	3152
Xiaomi		1820007	3529

Customer Gender Contribution to Revenue

(49.55%)

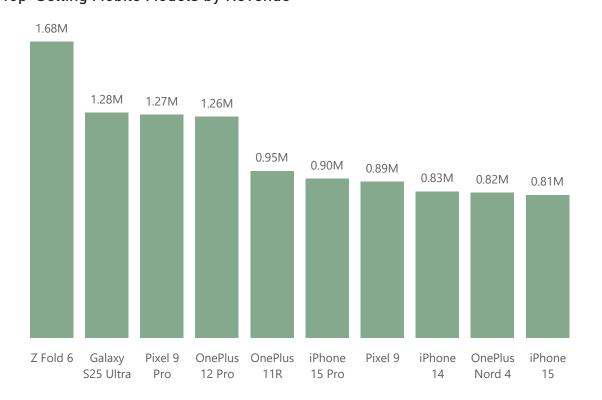
### Market Share by Operating System



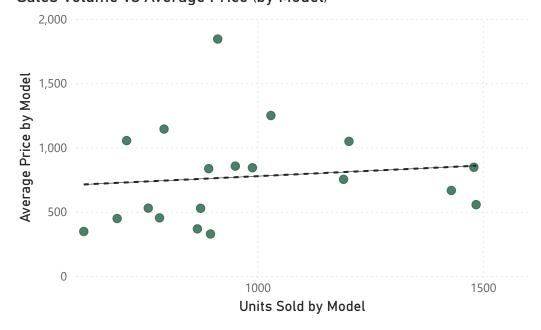
## Average Price by Color and Model

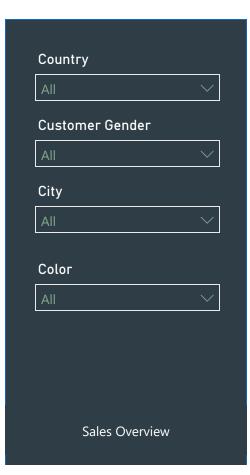
Mobile_Model	Black	Blue	Green	Red	White
Z Fold 6	1,852.14	1,846.00	1,847.50	1,841.20	1,832.60
Galaxy S25 Ultra	1,237.75	1,243.00	1,248.00	1,265.00	1,244.25
iPhone 15 Pro		1,169.50	1,135.80	1,143.50	1,141.43
iPhone 14 Pro	1,063.00	1,042.75	1,033.00	1,060.50	1,062.25
Pixel 9 Pro	1,042.57		1,059.00	1,070.50	1,035.00
iPhone 15	861.20	844.33	829.00	852.00	869.00
OnePlus 12 Pro	827.50	860.14	849.60	841.17	835.00
iPhone 14	835.00	843.00	892.00	834.67	841.50
Xiaomi 14 Ultra	824.33	855.00	825.67	870.00	
Pixel 9	761.67	749.14	772.25	736.75	738.00
OnePlus 11R	674.50	657.25	648.50	673.40	669.29
OnePlus Nord 4	553.00	538.75	566.20	582.50	551.90
Pixel 8a	524.00	524.67	531.60	535.00	524.57
Mi 13T Pro	528.33	526.11	529.33	528.00	524.33
iPhone SE		459.00	451.40	446.60	459.00
Galaxy A55	459.57	436.80	413.00	447.50	
Poco X6 Pro	379.33	354.20	371.33	366.25	357.50
Galaxy M15	306.00	363.75	331.67	338.50	395.00
Redmi Note 13	326.86	335.00	330.67		316.67
Total	789.68	705.61	755.81	836.28	840.84

## Top-Selling Mobile Models by Revenue



#### Sales Volume vs Average Price (by Model)





Customer Analysis

# **CUSTOMER ANALYSIS**

Most Sold Model (Other Gender)

Most Preferred Payment

Most Preferred Payment Method

UPI

Most Popular Purchase Pathway

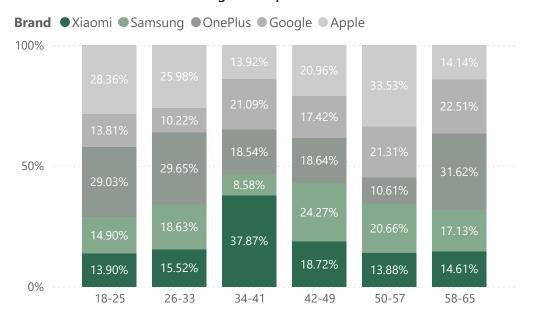
OnePlus + Credit Card + Online

Anna Susan Anil

#### Brand Preference Across Age Groups

Most Sold Model (Female Customers)

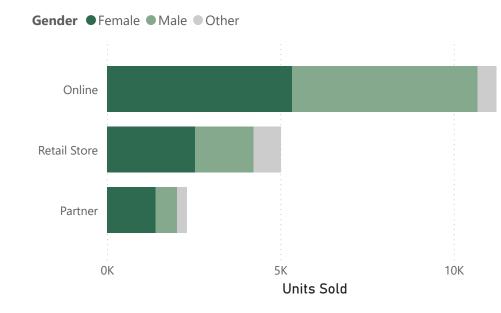
iPhone 14



#### How Different Age Groups Choose to Shop

Most Sold Model (Male Customers)

OnePlus 12 Pro



Pixel 9

#### How Genders Contribute to Brand Revenue





#### How Different Age Groups Prefer to Pay



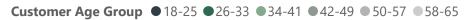
#### Revenue Contribution

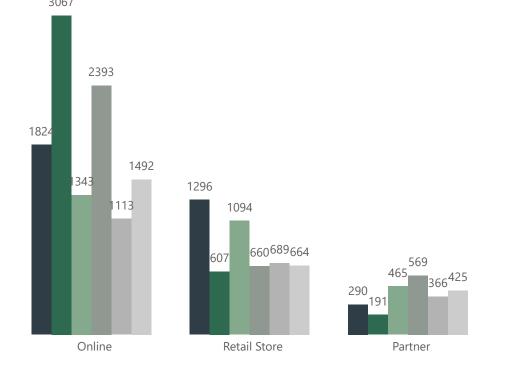
## Top Mobile Colors by Age Group and Brand

Age Group	Black	Blue	Green	Red	White
18-25	Xiaomi 14 Ultra	Redmi Note 13	Pixel 9	Z Fold 6	Pixel 9 Pro
26-33	Z Fold 6	Z Fold 6	Z Fold 6	Z Fold 6	Pixel 8a
34-41	Redmi Note 13	Xiaomi 14 Ultra	Redmi Note 13	Poco X6 Pro	Z Fold 6
42-49	Z Fold 6	Z Fold 6	Z Fold 6	Z Fold 6	Z Fold 6
50-57	Z Fold 6	Pixel 9	Xiaomi 14 Ultra	Pixel 8a	Z Fold 6
58-65	Pixel 9 Pro	Xiaomi 14 Ultra	Pixel 9 Pro	Pixel 9	Z Fold 6

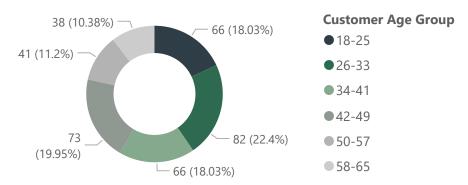
## Where Different Genders Prefer to Shop

Online remains dominant for younger groups, while older age groups use more diverse channels





#### Customer Transaction Distribution by Age Group



#### Most Popular Mobile Model by Age Group and Brand

Age Group	Apple	Google	OnePlus	Samsung	Xiaomi
18-25	iPhone SE	Pixel 9 Pro	OnePlus Nord 4	Z Fold 6	Xiaomi 14 Ultra
26-33	iPhone SE	Pixel 9 Pro	OnePlus Nord 4	Z Fold 6	Xiaomi 14 Ultra
34-41	iPhone SE	Pixel 9 Pro	OnePlus Nord 4	Z Fold 6	Xiaomi 14 Ultra
42-49	iPhone SE	Pixel 9 Pro	OnePlus Nord 4	Z Fold 6	Xiaomi 14 Ultra
50-57	iPhone SE	Pixel 9 Pro	OnePlus Nord 4	Z Fold 6	Xiaomi 14 Ultra
58-65	iPhone 15 Pro	Pixel 9 Pro	OnePlus Nord 4	Z Fold 6	Xiaomi 14 Ultra