

Report

Anusha Srinivasan, Practicum II CS5200- Spring 2024

17th April, 2024

Analytical Query I: Top five sales reps with the most sales broken down by year.

[[1]]

Table: Top Five Sales Reps for 2020

year	rep_name	total_sales	rank
:----	:-----	-----	----:
2020	Walison da Silva	4187637	1
2020	Aneeta Kappoorthy	2894565	2
2020	Lynette McRowe	2662449	3
2020	Prasad Patel	2072111	4
2020	Helmut Schwab	1772660	5

[[2]]

Table: Top Five Sales Reps for 2021

year	rep_name	total_sales	rank
:----	:-----	-----	----:
2021	Walison da Silva	8827810	1
2021	Lynette McRowe	6405098	2
2021	Aneeta Kappoorthy	6128682	3
2021	Prasad Patel	3723865	4
2021	Helmut Schwab	3020853	5

[[3]]

Table: Top Five Sales Reps for 2022

year	rep_name	total_sales	rank
:----	:-----	-----	----:
2022	Walison da Silva	4792071	1
2022	Aneeta Kappoorthy	2862217	2
2022	Lynette McRowe	2391484	3
2022	Prasad Patel	2243208	4
2022	Helmut Schwab	1596928	5

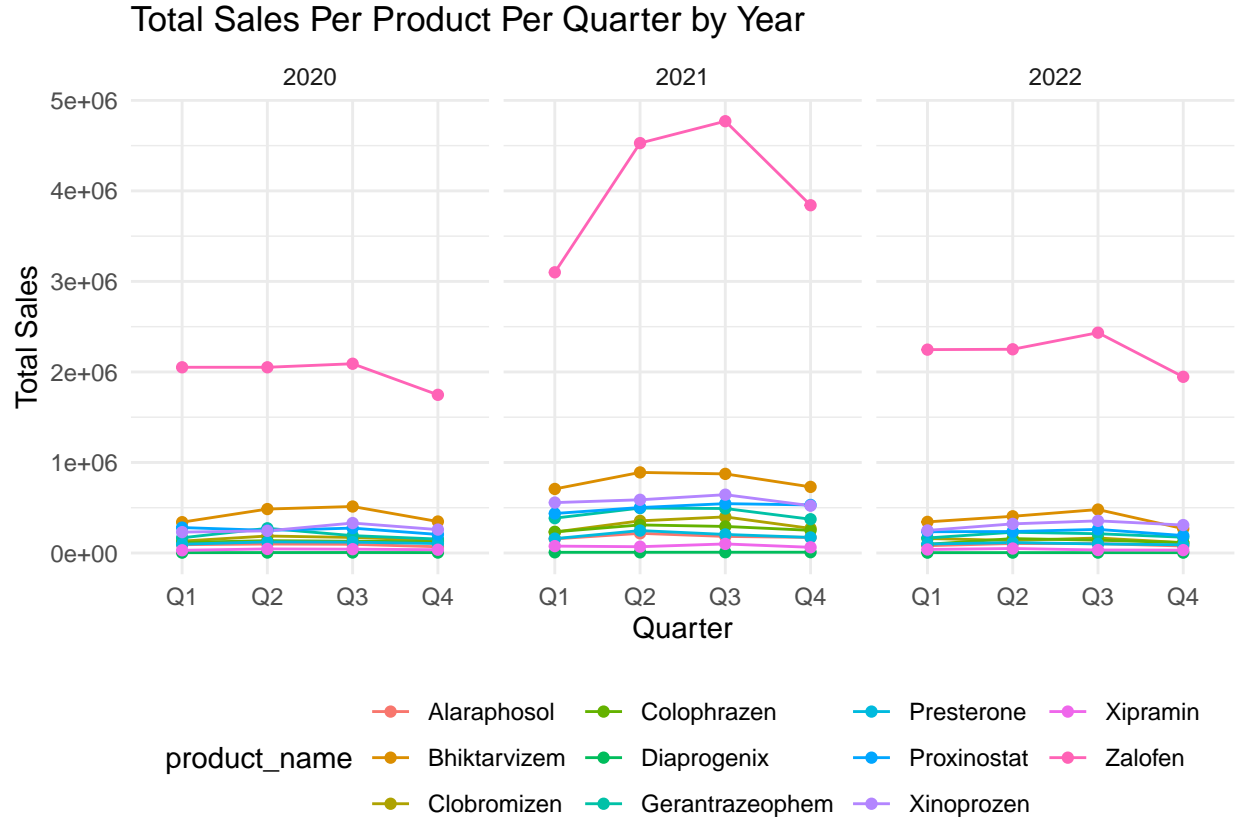
Analytical Query II: Total sales per product per quarter.

Table 1: Total Sales Per Product Per Quarter by Year

year	product_name	quarter	total_sales
2020	Alaraphosol	Q1	92000
2020	Alaraphosol	Q2	99084
2020	Alaraphosol	Q3	96140
2020	Alaraphosol	Q4	69184
2020	Bhiktarvizem	Q1	340560
2020	Bhiktarvizem	Q2	485298
2020	Bhiktarvizem	Q3	513549
2020	Bhiktarvizem	Q4	347526
2020	Clobromizen	Q1	131328
2020	Clobromizen	Q2	187488
2020	Clobromizen	Q3	171648
2020	Clobromizen	Q4	140688
2020	Colophrazen	Q1	116604
2020	Colophrazen	Q2	135915
2020	Colophrazen	Q3	129888
2020	Colophrazen	Q4	123861
2020	Diaprogenix	Q1	4084
2020	Diaprogenix	Q2	4952
2020	Diaprogenix	Q3	5524
2020	Diaprogenix	Q4	4648
2020	Gerantrazeophem	Q1	167739
2020	Gerantrazeophem	Q2	272646
2020	Gerantrazeophem	Q3	191488
2020	Gerantrazeophem	Q4	154088
2020	Presterone	Q1	97000
2020	Presterone	Q2	122800
2020	Presterone	Q3	119600
2020	Presterone	Q4	104500
2020	Proxinostat	Q1	280757
2020	Proxinostat	Q2	249983
2020	Proxinostat	Q3	274736
2020	Proxinostat	Q4	204937
2020	Xinoprozen	Q1	230676
2020	Xinoprozen	Q2	244776
2020	Xinoprozen	Q3	330504
2020	Xinoprozen	Q4	258594
2020	Xipramin	Q1	30024
2020	Xipramin	Q2	44784
2020	Xipramin	Q3	42120
2020	Xipramin	Q4	36216
2020	Zalofen	Q1	2051400
2020	Zalofen	Q2	2051400
2020	Zalofen	Q3	2090400
2020	Zalofen	Q4	1747200
2021	Alaraphosol	Q1	155848
2021	Alaraphosol	Q2	217304
2021	Alaraphosol	Q3	183080
2021	Alaraphosol	Q4	171856

year	product_name	quarter	total_sales
2021	Bhiktarvizem	Q1	707436
2021	Bhiktarvizem	Q2	890100
2021	Bhiktarvizem	Q3	873846
2021	Bhiktarvizem	Q4	730269
2021	Clobromizen	Q1	231264
2021	Clobromizen	Q2	355104
2021	Clobromizen	Q3	398736
2021	Clobromizen	Q4	271728
2021	Colophrazen	Q1	233331
2021	Colophrazen	Q2	310083
2021	Colophrazen	Q3	293355
2021	Colophrazen	Q4	250428
2021	Diaprogenix	Q1	7520
2021	Diaprogenix	Q2	7708
2021	Diaprogenix	Q3	8308
2021	Diaprogenix	Q4	8820
2021	Gerantrazeophem	Q1	385033
2021	Gerantrazeophem	Q2	496111
2021	Gerantrazeophem	Q3	491436
2021	Gerantrazeophem	Q4	373065
2021	Presterone	Q1	158700
2021	Presterone	Q2	247700
2021	Presterone	Q3	204900
2021	Presterone	Q4	171700
2021	Proxinostat	Q1	436411
2021	Proxinostat	Q2	502196
2021	Proxinostat	Q3	545012
2021	Proxinostat	Q4	530740
2021	Xinoprozen	Q1	556668
2021	Xinoprozen	Q2	587688
2021	Xinoprozen	Q3	644088
2021	Xinoprozen	Q4	522546
2021	Xipramin	Q1	75888
2021	Xipramin	Q2	69480
2021	Xipramin	Q3	100080
2021	Xipramin	Q4	63000
2021	Zalofen	Q1	3100500
2021	Zalofen	Q2	4527900
2021	Zalofen	Q3	4769700
2021	Zalofen	Q4	3841500
2022	Alaraphosol	Q1	80960
2022	Alaraphosol	Q2	105064
2022	Alaraphosol	Q3	103592
2022	Alaraphosol	Q4	77188
2022	Bhiktarvizem	Q1	343656
2022	Bhiktarvizem	Q2	405576
2022	Bhiktarvizem	Q3	479880
2022	Bhiktarvizem	Q4	268965
2022	Clobromizen	Q1	160128
2022	Clobromizen	Q2	138528
2022	Clobromizen	Q3	165456
2022	Clobromizen	Q4	114480

year	product_name	quarter	total_sales
2022	Colophrazen	Q1	95817
2022	Colophrazen	Q2	158793
2022	Colophrazen	Q3	141819
2022	Colophrazen	Q4	114144
2022	Diaprogenix	Q1	3920
2022	Diaprogenix	Q2	4408
2022	Diaprogenix	Q3	4288
2022	Diaprogenix	Q4	3980
2022	Gerantrazeophem	Q1	166056
2022	Gerantrazeophem	Q2	229075
2022	Gerantrazeophem	Q3	212806
2022	Gerantrazeophem	Q4	174097
2022	Presterone	Q1	99500
2022	Presterone	Q2	115000
2022	Presterone	Q3	100300
2022	Presterone	Q4	90500
2022	Proxinostat	Q1	235042
2022	Proxinostat	Q2	237049
2022	Proxinostat	Q3	260687
2022	Proxinostat	Q4	192895
2022	Xinoprozen	Q1	249006
2022	Xinoprozen	Q2	321762
2022	Xinoprozen	Q3	355038
2022	Xinoprozen	Q4	308508
2022	Xipramin	Q1	38880
2022	Xipramin	Q2	49536
2022	Xipramin	Q3	33048
2022	Xipramin	Q4	31752
2022	Zalofen	Q1	2246400
2022	Zalofen	Q2	2250300
2022	Zalofen	Q3	2433600
2022	Zalofen	Q4	1946100

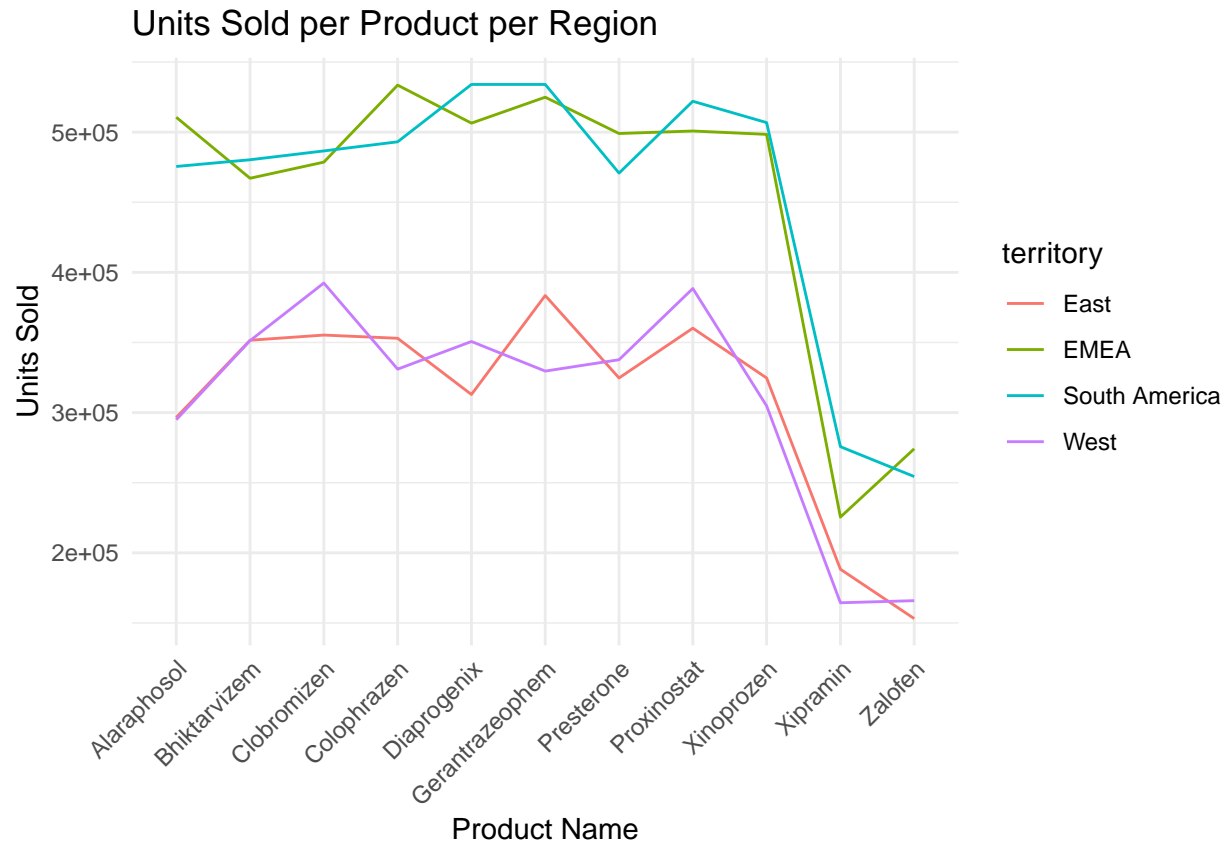


Analytical Query III: Number of units sold per product per region.

Table 2: Number of Units Sold per Product per Region

Product Name	Region	Total Units
Alaraphosol	East	296500
Alaraphosol	EMEA	510600
Alaraphosol	South America	475500
Alaraphosol	West	294900
Bhiktarvizem	East	351600
Bhiktarvizem	EMEA	467100
Bhiktarvizem	South America	480300
Bhiktarvizem	West	351300
Clobromizen	East	355300
Clobromizen	EMEA	478600
Clobromizen	South America	486600
Clobromizen	West	392400
Colophrazen	East	353000
Colophrazen	EMEA	533500
Colophrazen	South America	493100
Colophrazen	West	331000
Diaprogenix	East	312900
Diaprogenix	EMEA	506400

Product Name	Region	Total Units
Diaprogenix	South America	534000
Diaprogenix	West	350700
Gerantrazeophem	East	383500
Gerantrazeophem	EMEA	524900
Gerantrazeophem	South America	534000
Gerantrazeophem	West	329600
Presterone	East	324700
Presterone	EMEA	499000
Presterone	South America	470800
Presterone	West	337700
Proxinostat	East	360200
Proxinostat	EMEA	500800
Proxinostat	South America	522000
Proxinostat	West	388500
Xinoprozen	East	324700
Xinoprozen	EMEA	498400
Xinoprozen	South America	506800
Xinoprozen	West	304800
Xipramin	East	188300
Xipramin	EMEA	225500
Xipramin	South America	275700
Xipramin	West	164400
Zalofen	East	153100
Zalofen	EMEA	274200
Zalofen	South America	254400
Zalofen	West	165900



Analytical Query IV: Average sales per sales rep over the years.

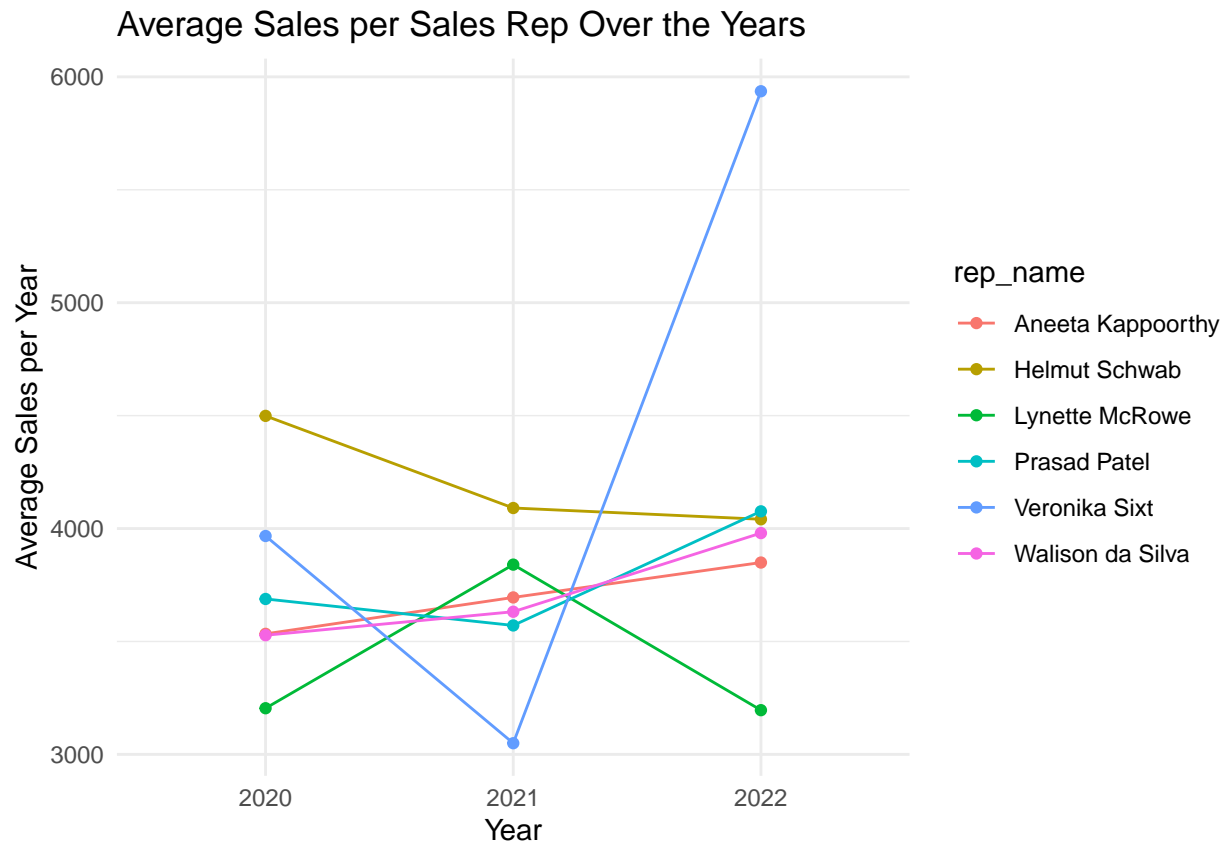


Table 3: Average Sales per Sales Rep Over the Years

rep_name	year	avg_sales_per_year
Aneeta Kappoorthy	2020	3533.649
Aneeta Kappoorthy	2021	3694.938
Aneeta Kappoorthy	2022	3849.424
Helmut Schwab	2020	4498.780
Helmut Schwab	2021	4090.882
Helmut Schwab	2022	4041.088
Lynette McRowe	2020	3204.345
Lynette McRowe	2021	3840.178
Lynette McRowe	2022	3195.786
Prasad Patel	2020	3688.127
Prasad Patel	2021	3570.898
Prasad Patel	2022	4076.126
Veronika Sixt	2020	3966.981
Veronika Sixt	2021	3049.441
Veronika Sixt	2022	5936.277
Walison da Silva	2020	3527.572
Walison da Silva	2021	3631.607
Walison da Silva	2022	3979.879