

Questions:

1. What was the highest-selling product in September?

Ans: NEURONZ D

2. Which product had the highest sales for the "CND Chennai" sales team in May?

Ans: NEURONZ D

3. Which customer had the maximum stock returns in October for the Bangalore HQ?

Ans: MAHAVEER MEDI SALES PVT LTD

4. Which sales team had the maximum percentage of primary sales returned due to expiry?

Ans: Elbrit Punjab

5. What percentage of overall primary sales was affected by breakage?

Ans: 0.389%

6. What were the primary sales for the Delhi HQ in the month of September?

Ans: 509.30K

7. What were the sales of "Britorva 20" in September for PALEPU PHARMA DIST PVT LTD under Coimbatore HQ?

Ans: 4.64K

Bonus Questions:

1. What is the forecasted value of primary sales for the October month?

Ans: 41.21M

2. Which product had the highest forecasted sales for the "CND Chennai" sales team in November?

Ans: NEURONZ D

3. What were the forecasted sales of "Britorva 20" in October under Coimbatore HQ? (5 Points)

Ans: 44234.87