

# Sales Report for Financial Year 2020-21 to 2024-25

[Reset Filters](#)

Select Time Period

Select Customer Location

Select Company Location

Total Sales

**92.31M**

Average Sales

**51.51K**

Total Customers

**100**

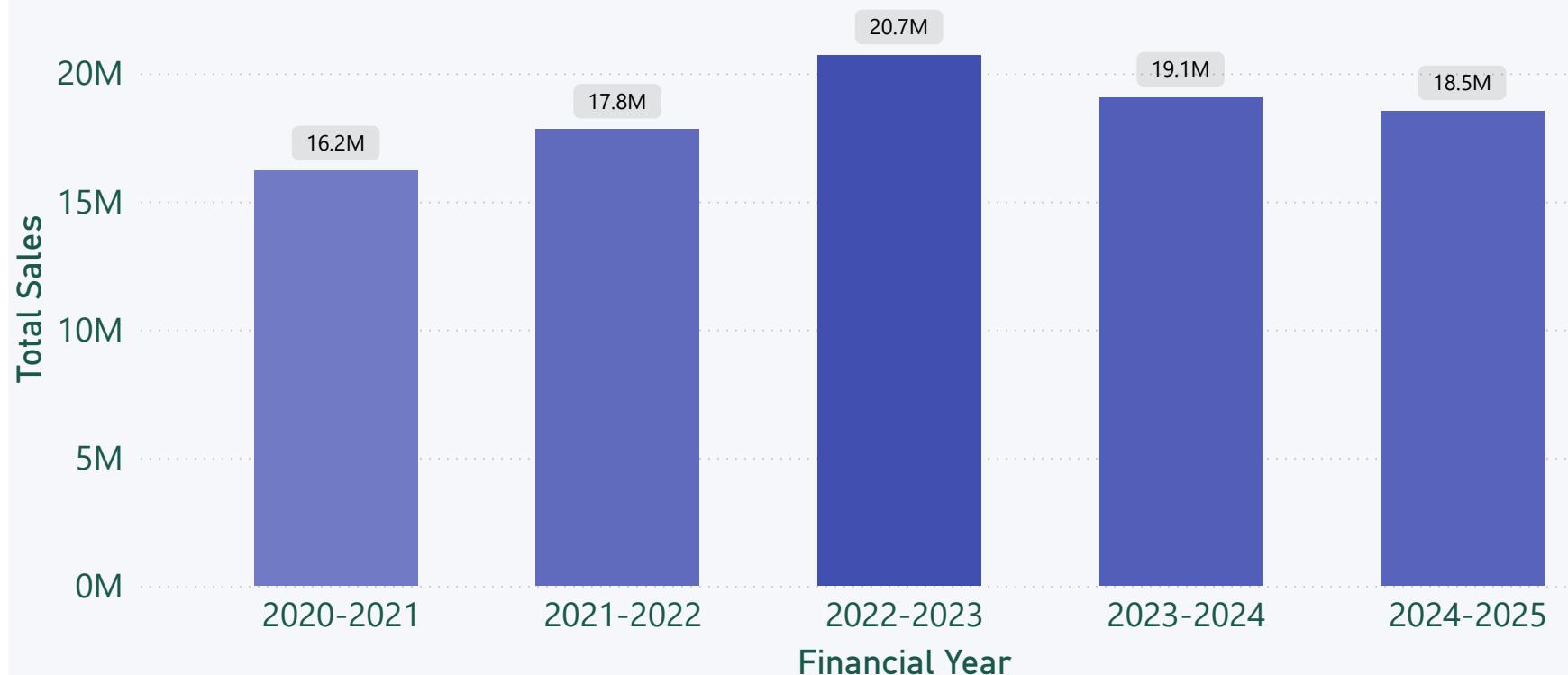
Count of Invoices

**1792**

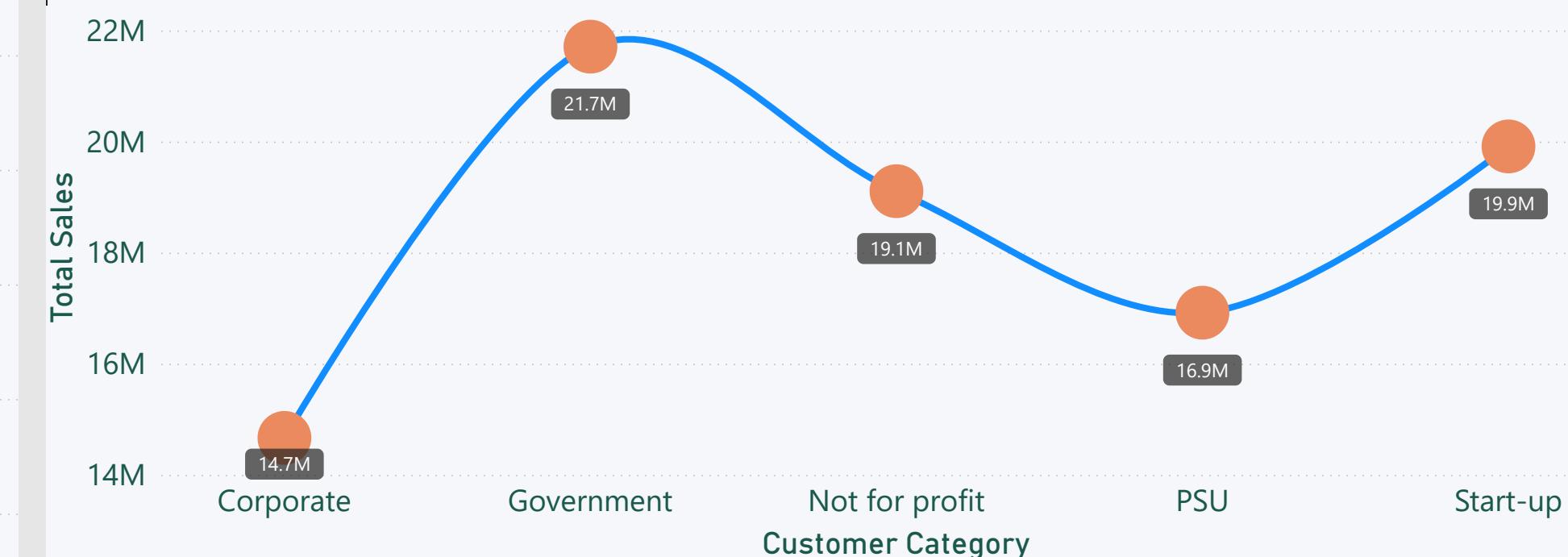
Total Quantity

**255K**

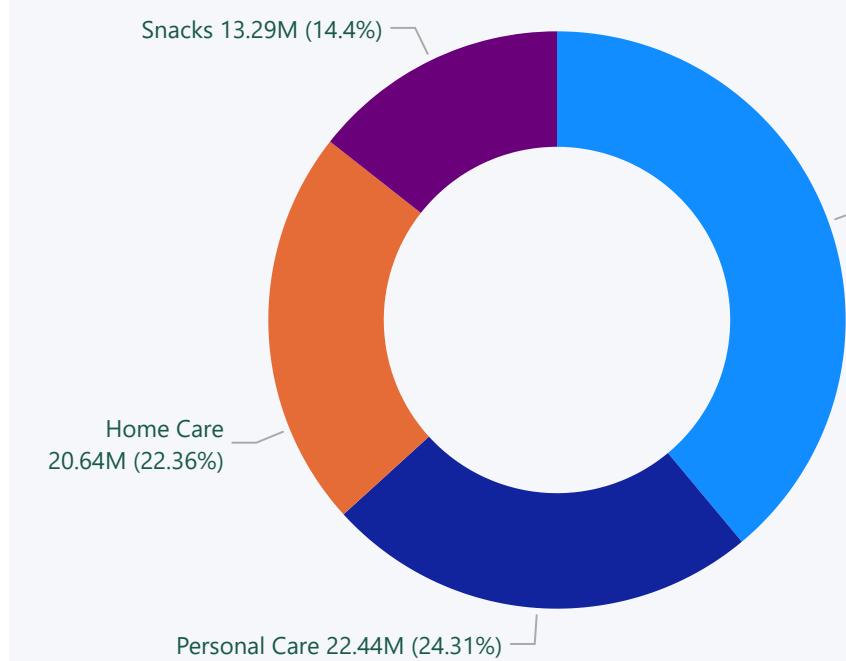
## Total Sales Over Time



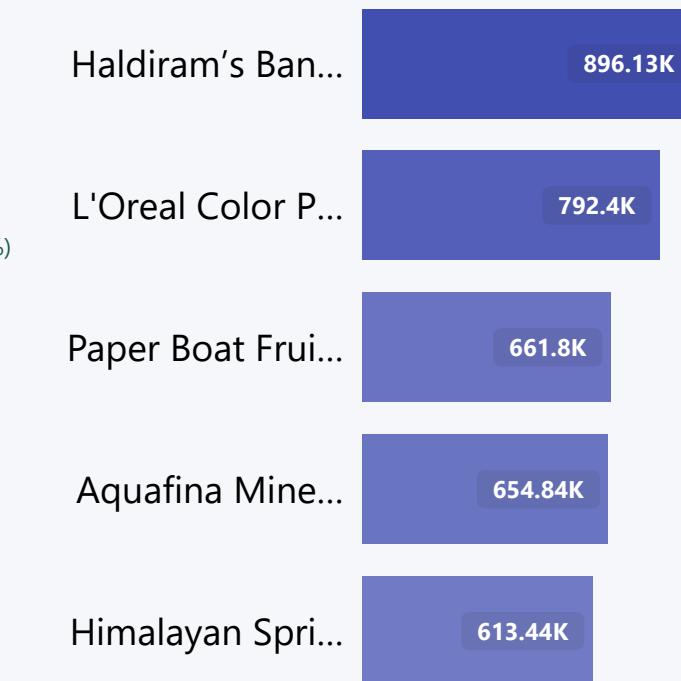
## Total Sales by Customer Category and Customer Name



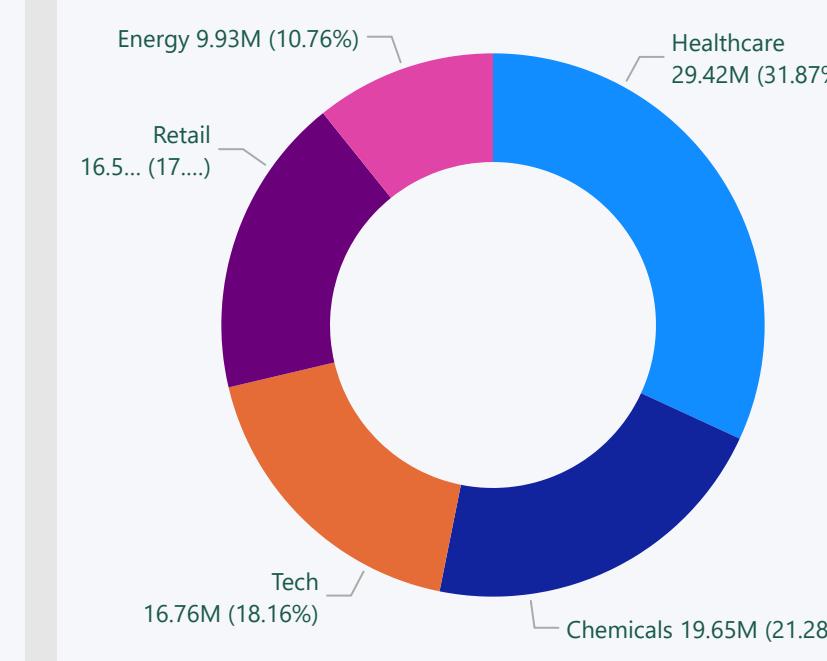
## Products Wise Sales



## Top 5 Products



## Total Sales by Customer Industry and Customer Name



## Sales By Type



Sum of Invoice Total

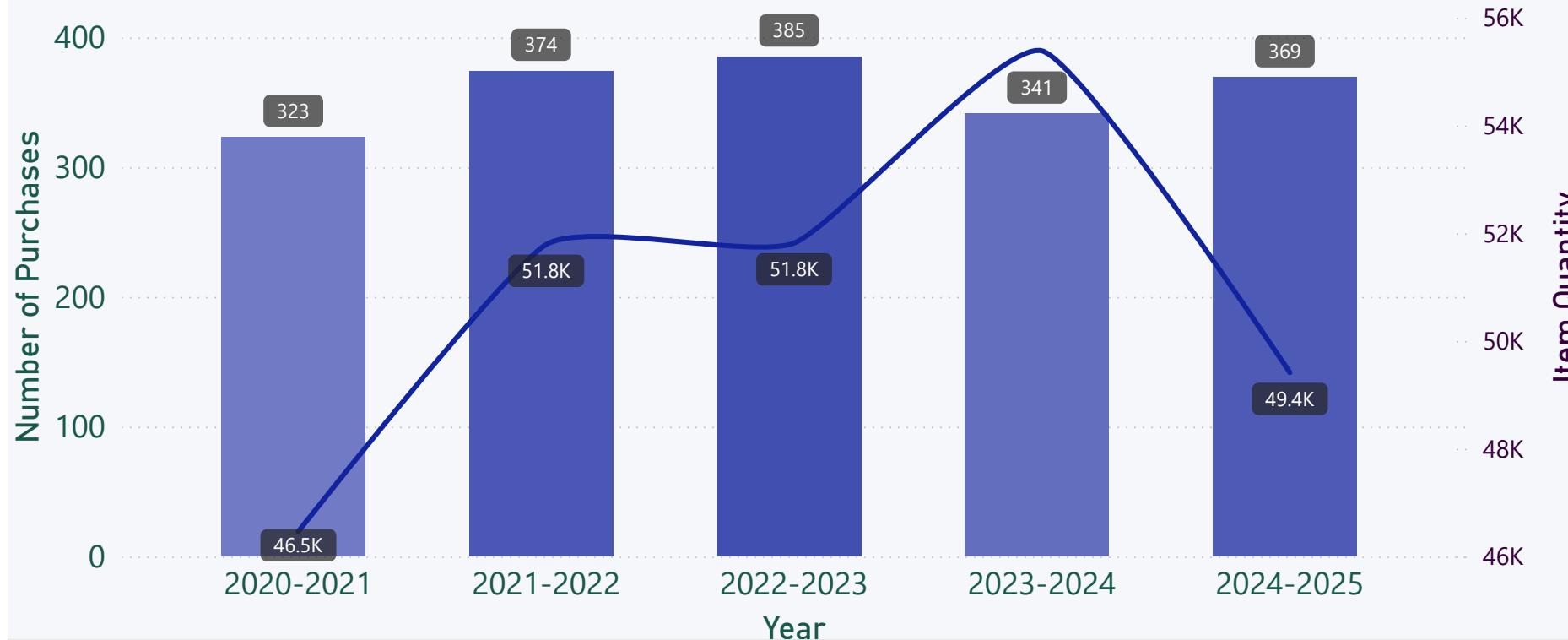
# Orders Report for Financial Year 2020-21 to 2024-25

[Reset Filters](#)

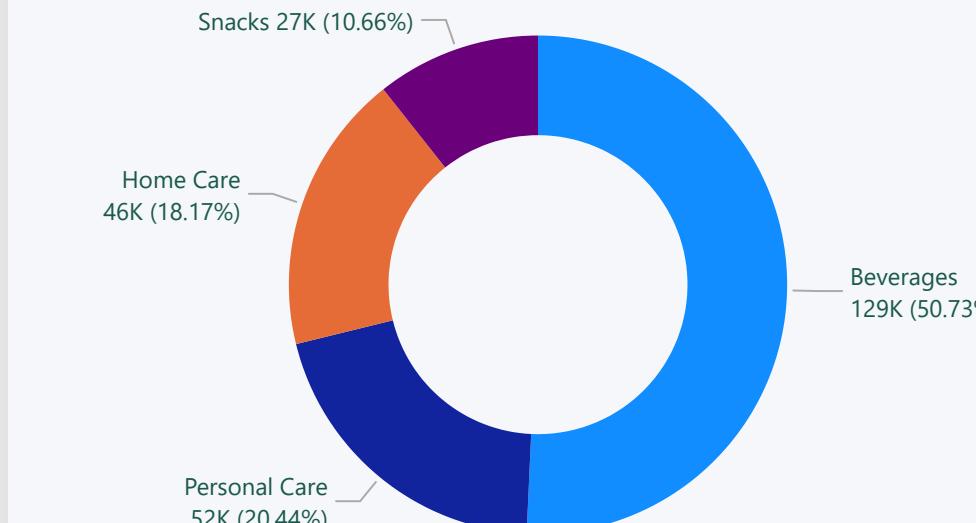
Select Time Period  Select Customer Location  Select Company Location

**Total Sales**
**92.31M**
**Average Sales**
**51.51K**
**Total Customers**
**100**
**Total Quantity Sold**
**255K**
**Count of Invoices**
**1792**

## Number of Purchases and Total Quantity Sold Over Time



## Products wise-Analysis



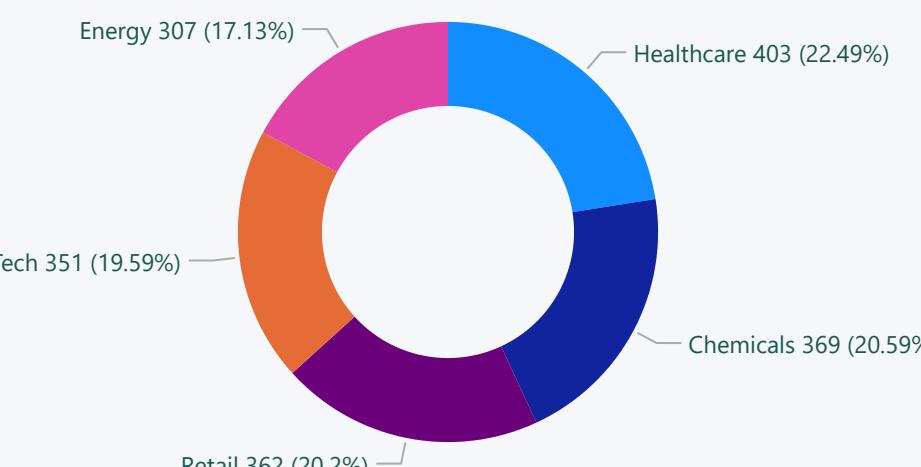
Orders and Quantity Switch



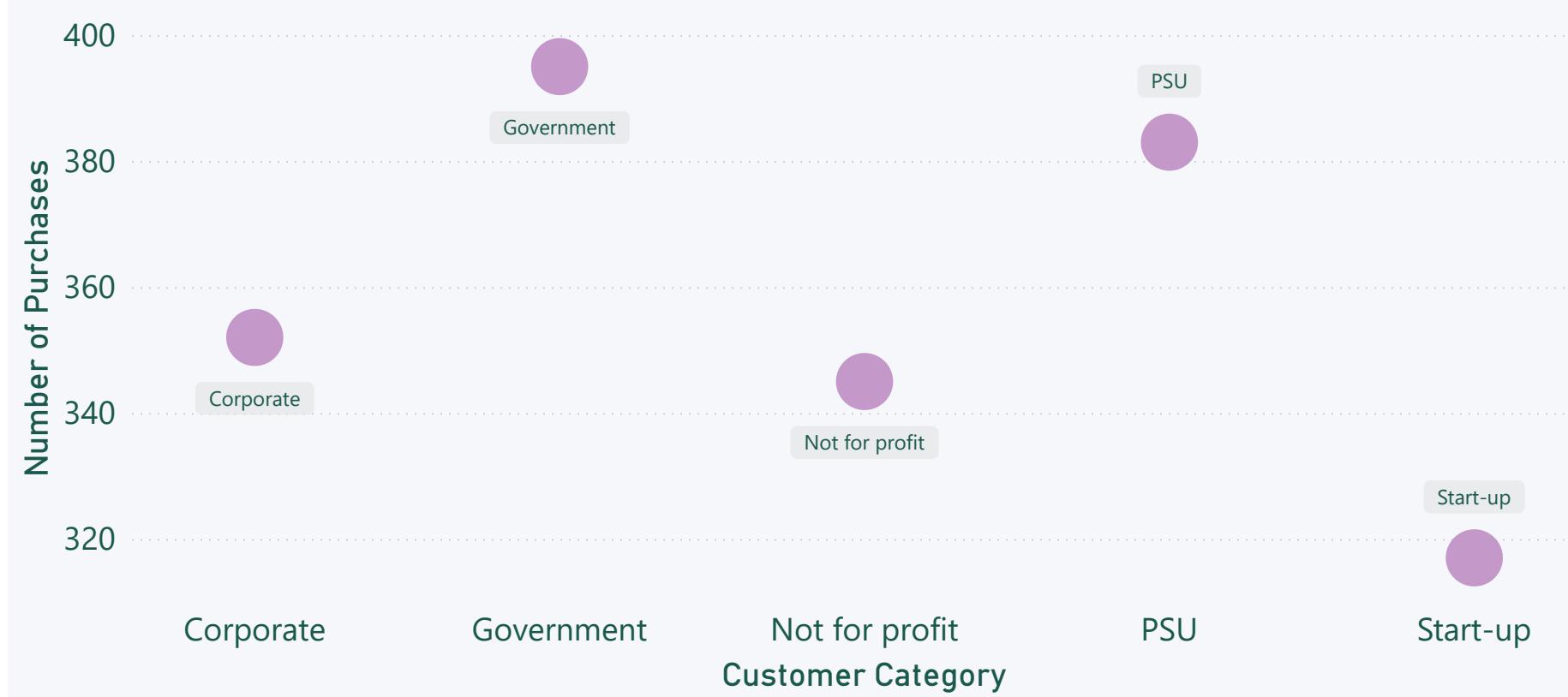
## Top Products

Daily Greens Vegetable Juic...	<b>1.8K</b>
Haldiram's Banana Chips 665	<b>1.8K</b>
Vedica Spring 110	<b>1.8K</b>
B-Natural Fruit Juice 362	<b>1.8K</b>
L'Oreal Color Protect 999	<b>1.7K</b>

## Number of Purchases by Customer Industry and Customer Name



## Number of Purchases by Customer Category and Customer Name

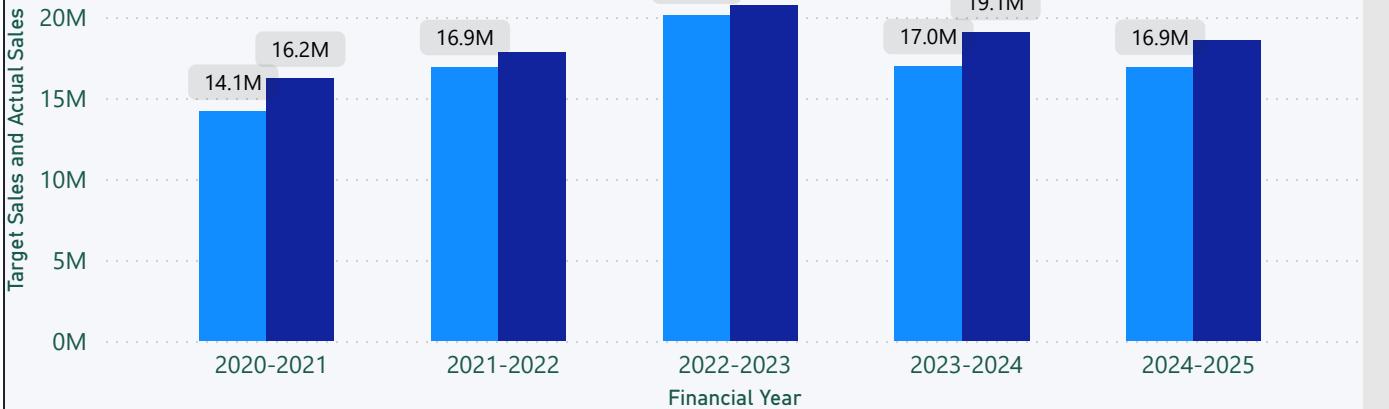


Customer Category	Customer Industry	Customer Name	Customer Country	Sum of Item Qty	Count of Order No
Corporate	Chemicals	Blue Corporation	India	129	1
Corporate	Chemicals	Blue Group	India	1	1
Corporate	Chemicals	Blue Holdings	USA	2	1
<b>Total</b>				<b>254868</b>	<b>1792</b>

# Sales Performance Report for Financial Year 2020-21 to 2024-25

 Reset Filters

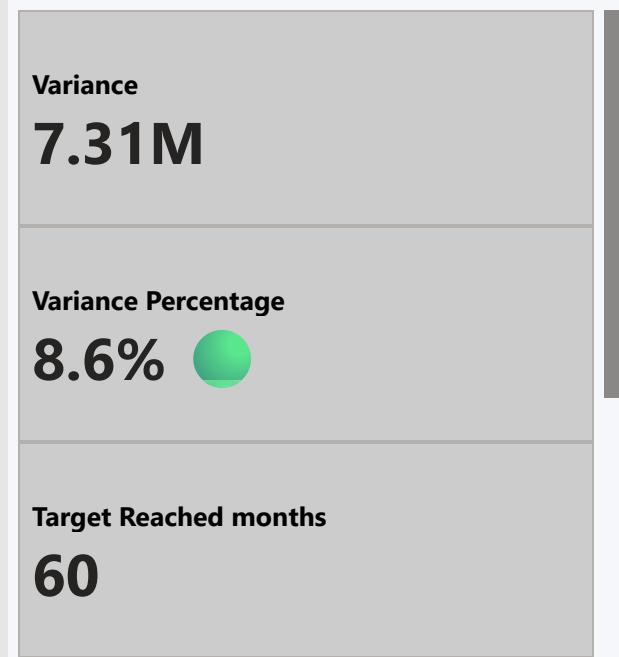
Select Time Period	Select Customer Location	Select Company Location	Select Product
All	All	All	All



## Top 5 Sales Person



Sales Person	Total Actual Sales	Total Target Sales	Var %	Targets Reached Months
Abigail Jones	51,78,964.35	8376688	-0.38	met targets for 41 out of 41 Months
Alan Wright	12,86,165.03	3892599	-0.67	met targets for 43 out of 43 Months
Andrew Marsh	23,44,914.34	1734160	0.35	met targets for 41 out of 41 Months
Anthony Abbott	89,78,082.38	4984105	0.80	met targets for 45 out of 45 Months
Ariana Ramirez	26,59,482.99	2736849	-0.03	met targets for 42 out of 42 Months
Bradley Gonzales	55,18,991.78	2250030	1.45	met targets for 39 out of 39 Months
Catherine Osborne	37,09,770.47	2483788	0.49	met targets for 41 out of 41 Months
Daniel Byrd	16,73,648.51	1568762	0.07	met targets for 38 out of 38 Months
Diana Gonzales	53,18,940.77	1659525	2.21	met targets for 37 out of 37 Months



## Geographical Insights

 Reset Filters

Total Customers

100

Total Centres

25

Total Sales

92.31M

Average Sales

51.51K

Total Orders

1792

Total Item Quantity

255K

Select Time Period

All

Select Customer Location

- Australia
- Canada
- Germany
- India
- UK
- USA

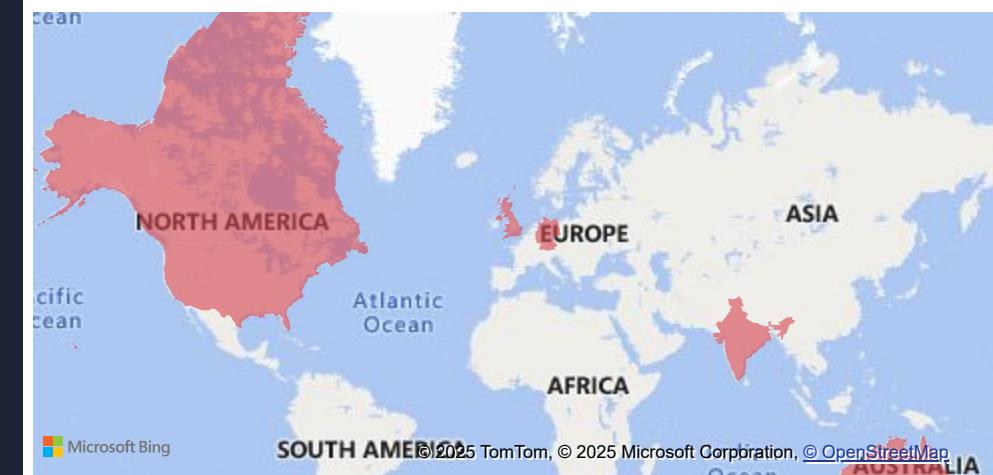
Select Company Location

- Barajasmouth
- Colemanborough
- East Danielleside
- East Henry
- Gregoryville
- Haleport
- Littleport
- Mccartytown

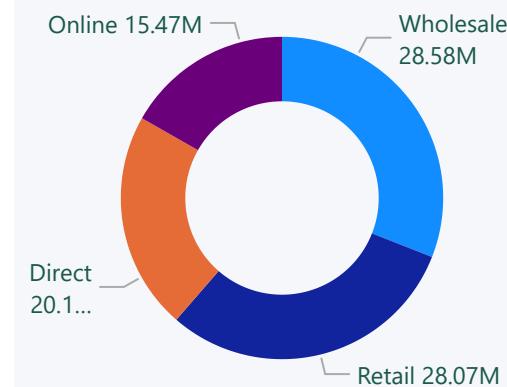
### Sales by Customer Location



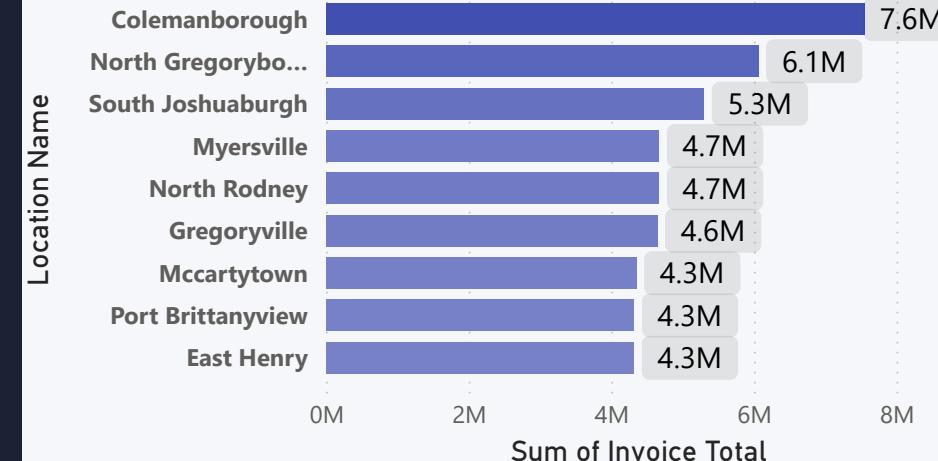
### Customer Country



### Total Sales by Order Type



### Sales by Company Location



### Company Location

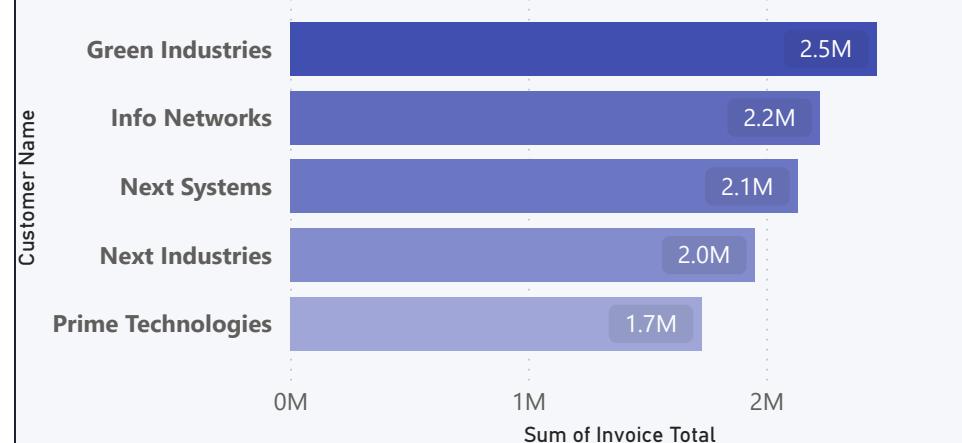


# Company and Customer Analysis

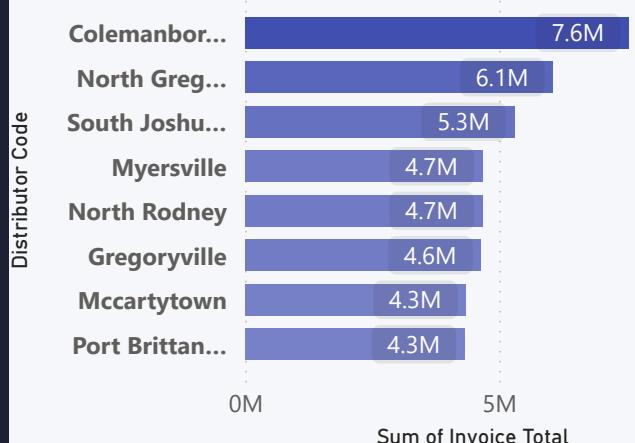
Reset Filters

Select Time Period	Select Customer Name	Select Customer Location	Select Company Location	Select Product/ Item	Total Customers	Total Centres
All	All	All	All	All	100	25

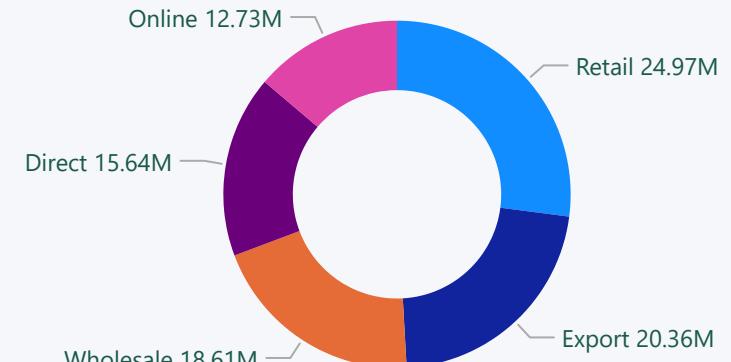
## Top Customers



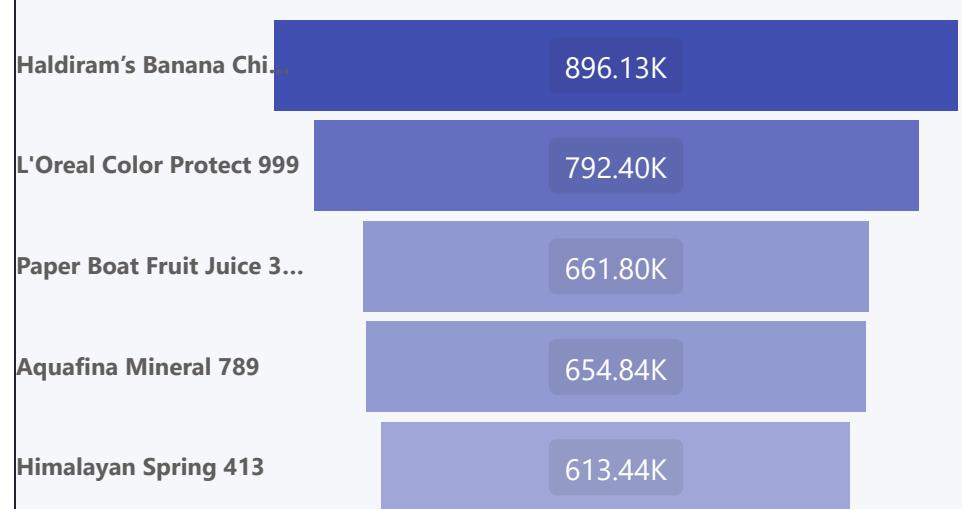
## Leading Company Centres



## Sales by Sale Type



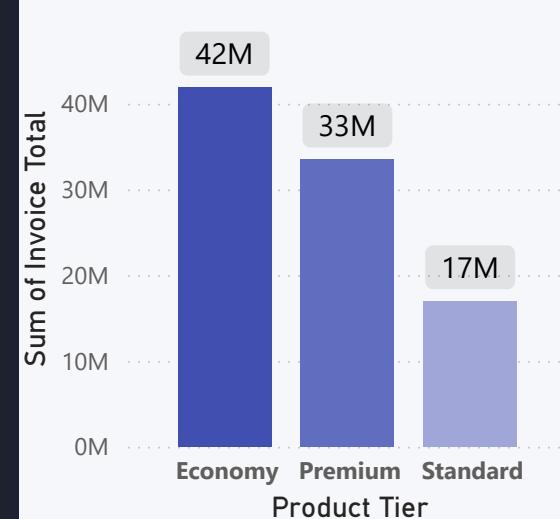
## Top Products



## Company Location Code Company Location Total Sales

Company Location Code	Company Location	Total Sales
LOC001	Colemanborough	30,025.56
LOC001	East Danielleside	37,186.77
LOC001	Haleport	43,256.74
LOC001	Rebeccaport	25,252.80
LOC004	Mccartytown	8,382.83
<b>Total</b>		<b>9,23,06,830.67</b>

## Sales by Product Tier



# Sales Team Performance

Reset Filters

January

February

March

April

May

June

July

August

September

October

November

December

2020-2021

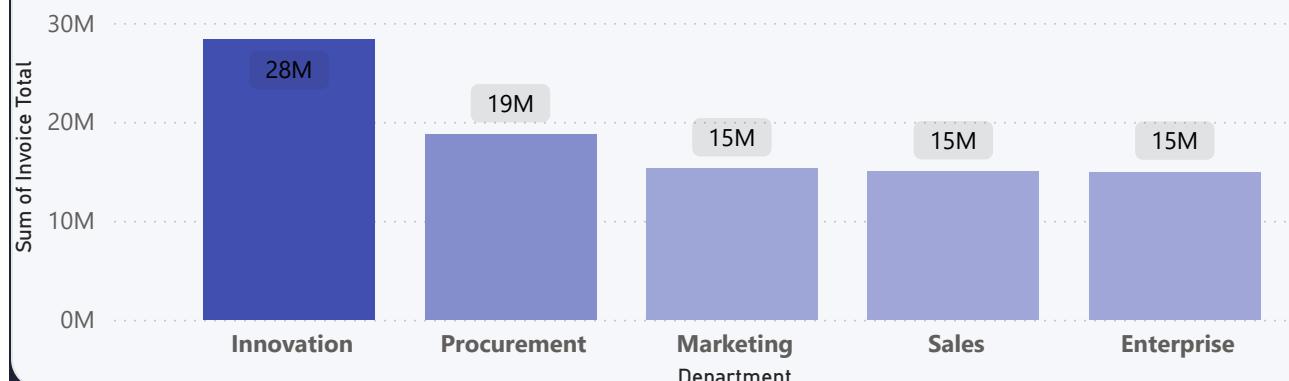
2021-2022

2022-2023

2023-2024

2024-2025

## Total Sales by Team



## Top Sales Person

Sheila Gross

Total Sales  
9413869.89

Sum of Item Qty  
17522

Anthony Abbott

Total Sales  
8978082.38  
Sum of Item Qty  
16854

## Top Sales Manager

Michael Ryan

Total Sales  
8284322.13  
Quantity Sold  
21162

John Franklin

Total Sales  
7036994.46  
Quantity Sold  
19372

## Total Sales by Sales Person & item group

Sales Person	Adelaide	Amritsar	Bangalore	Berlin	Birmingham	Dubai
[+] Abigail Jones	2,78,985.45	4,03,810.76		44,108.12	7,17,793.14	
[+] Alan Wright	29,301.09	34,117.38	35,476.99	25,521.62	38,596.57	
[+] Andrew Marsh	1,12,750.61		18,353.95	1,79,860.65	1,38,565.96	
[+] Anthony Abbott	2,21,402.93	2,22,696.84	8,75,710.28	19,086.56	5,07,074.21	

## Top HOD

Mary Holder

Total Sales  
11142713.35  
Quantity Sold  
28432

Rebecca Parker

Total Sales  
9823566.21  
Quantity Sold  
28159

# Purchase Analysis Report

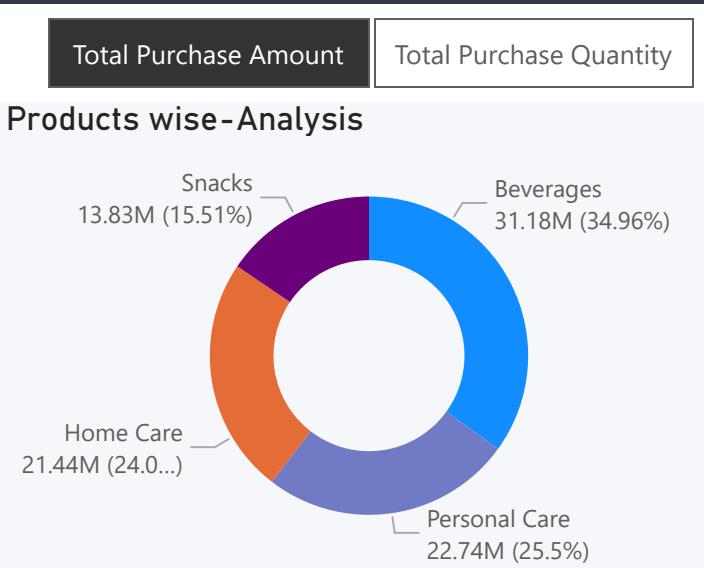
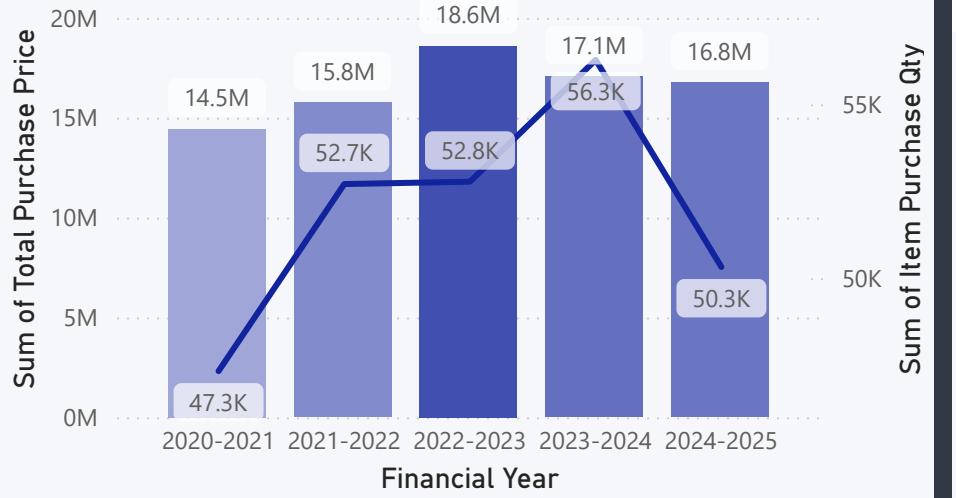
[Reset Filters](#)

Select Time Period   Select Supplier Location   Select Company Location

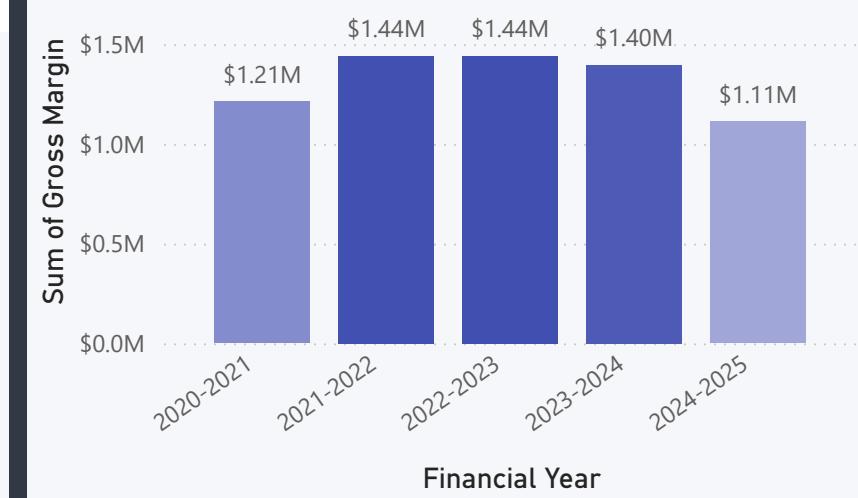
All
All
All

Total Sales	Total MRP	Total Purchase	Total Discount	Gross Profit	Total Purchase Qty
<b>92.31M</b>	<b>99.97M</b>	<b>89.19M</b>	<b>10.78M</b>	<b>3.12M</b>	<b>259K</b>

## Total Purchase Amount by Financial Year

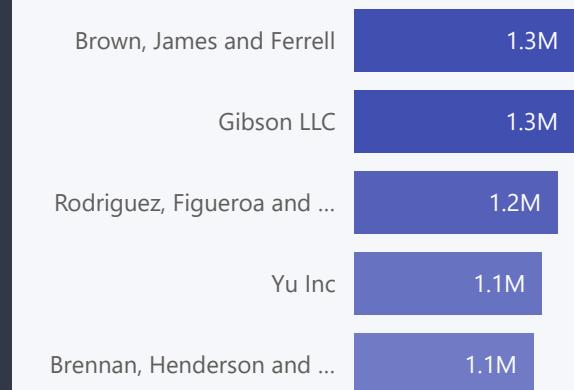


## Sum of Gross Margin by Financial Year

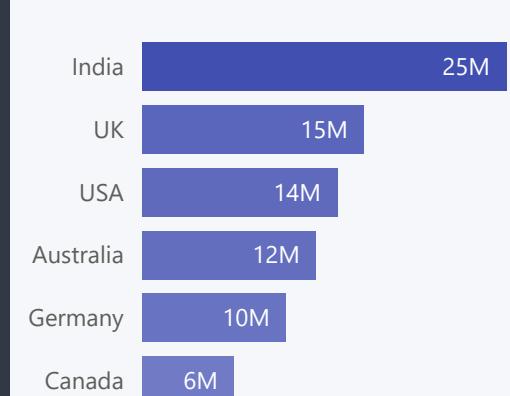


Supplier Name	Purchase Amount	Sale Value	Gross Profit
Adams, Smith and Barber	7,88,710.15	8,15,045.09	\$68,
Andrews Group	8,05,018.89	8,58,311.35	\$97,
Ashley, Nielsen and Sellers	3,52,388.33	3,27,262.70	(\$18,0
Beard-Haynes	5,32,399.03	6,01,060.32	\$77,
<b>Total</b>	<b>8,91,86,946.06</b>	<b>9,23,06,830.67</b>	<b>\$66,02,3</b>

## Top 5 Suppliers



## Total Purchase Amount by Supplier Location



# Gross Profit Analysis Report

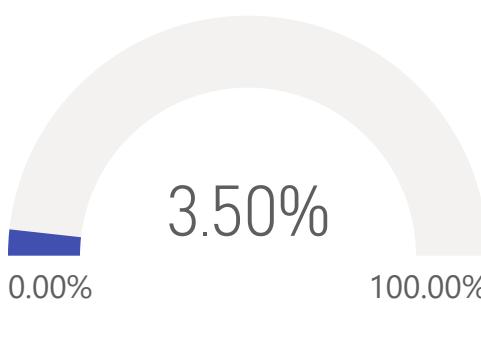
[Reset Filters](#)

Select Time Period   Select Supplier Location   Select Company Location

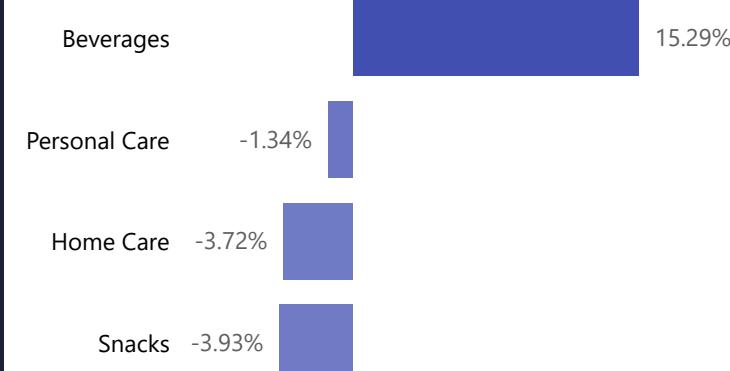
All   All   All

**Total Sales**
**92.31M**
**Total MRP**
**99.97M**
**Total Purchase**
**89.19M**
**Total Discount**
**10.78M**
**Gross Profit**
**3.12M**
**Total Purchase Qty**
**259K**

## Gross Profit Percentage



## Gross Profit Percentage by Product

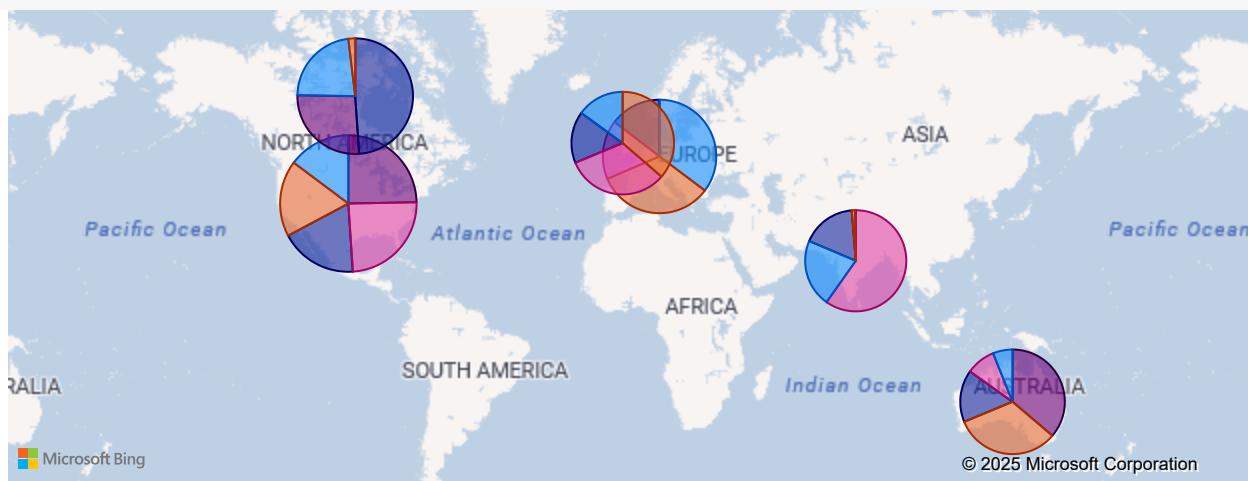


Profit Percentage

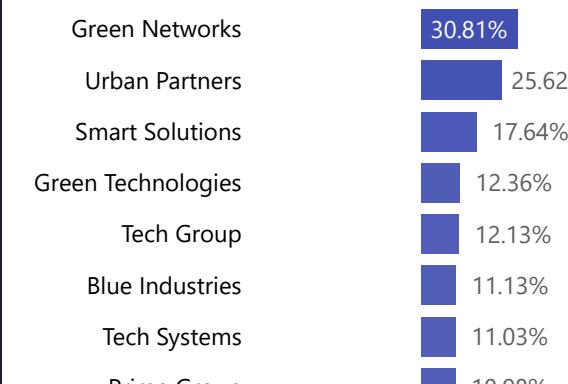
## Gross Profit % by Sale Type and Region

Texas	New York	New South Wales	Califor...	Hesse	Mahar...
7.58%	6.05%	4.83%			
Bavaria	Quebec	Tamil Nadu	3.00%	2.86%	2.78%
5.05%	4.52%	England	2.39%	2.02%	Victoria
6.12%	4.89%	Scotland	3.04%	Karnataka	Gujarat

## Gross Profit % by Region

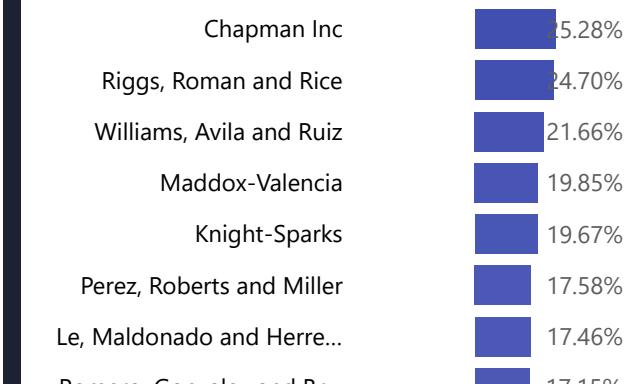


## Gross Profit Percent by Customer



Profit Percentage

## Gross Profit Percent by Supplier



Profit Percentage

# Predictive Analysis Report

[Reset Filters](#)

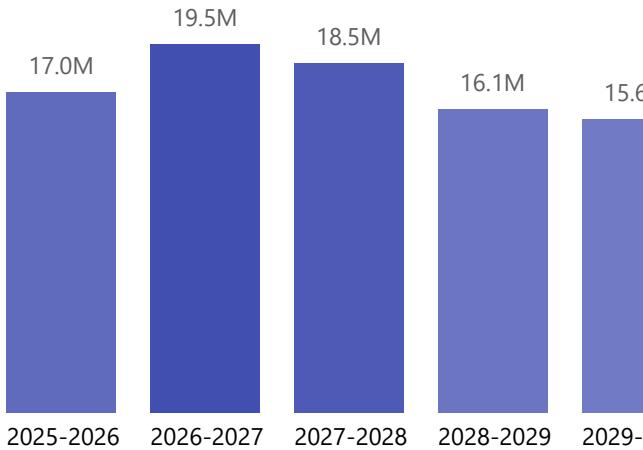
Select Time Period   Select Supplier Location   Select Customer Location

All   All   All

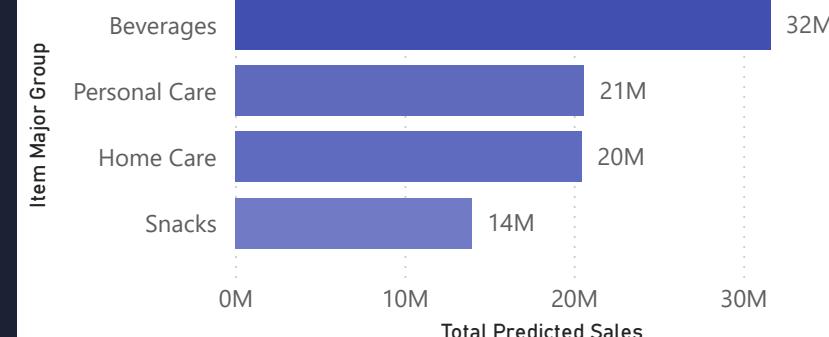
**Total Predicted Sales**
**86.62M**
**Total Predicted Purchase**
**78.46M**
**Predicted Gross Margin**
**5.80M**
**Predicted Profit %**
**7.39**
**Predicted YoY Growth %**
**21.89**
[Compare](#)

[Compare](#)

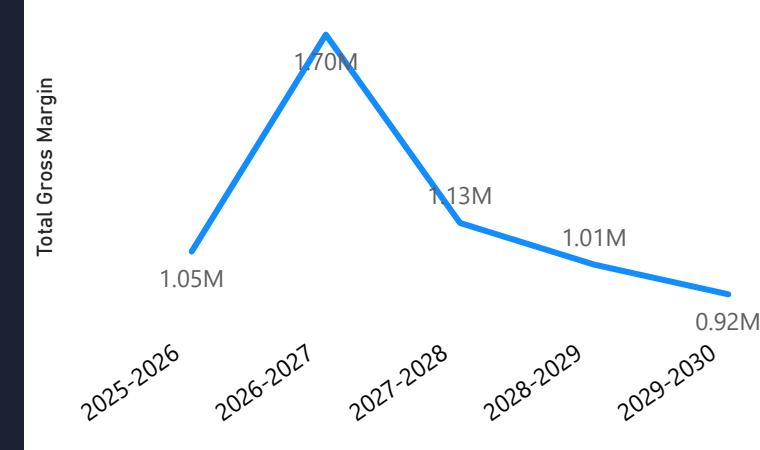

## Total Predicted Sales by Financial Year


[Total Predicted Sales](#)
[Total Predicted Gross Margin](#)

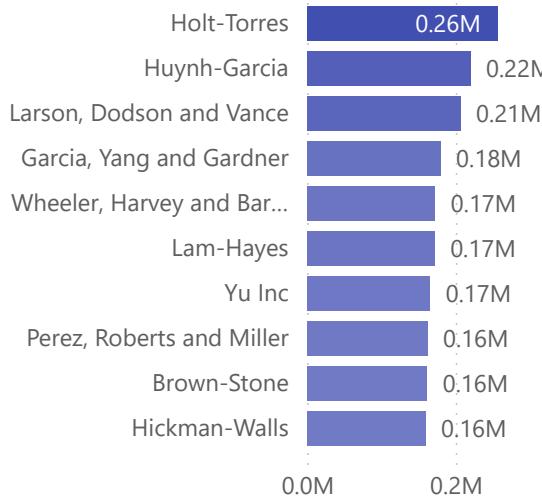
## Total Predicted Sales by Item Major Group



## Total Gross Margin by Financial Year

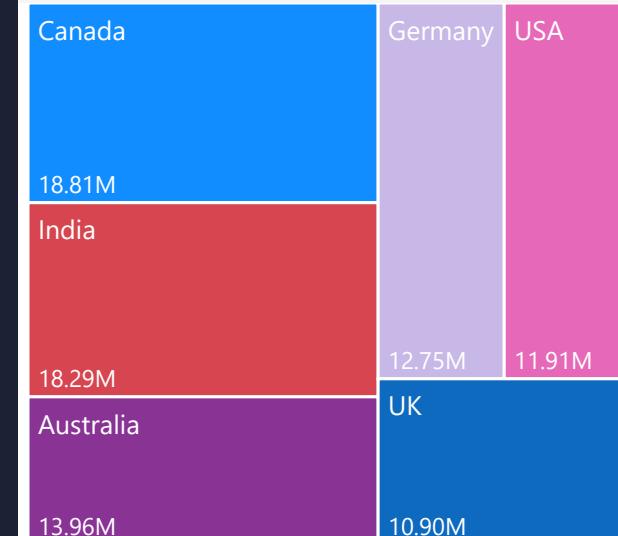


## Top 10 Supplier by Predicted Gross Margin

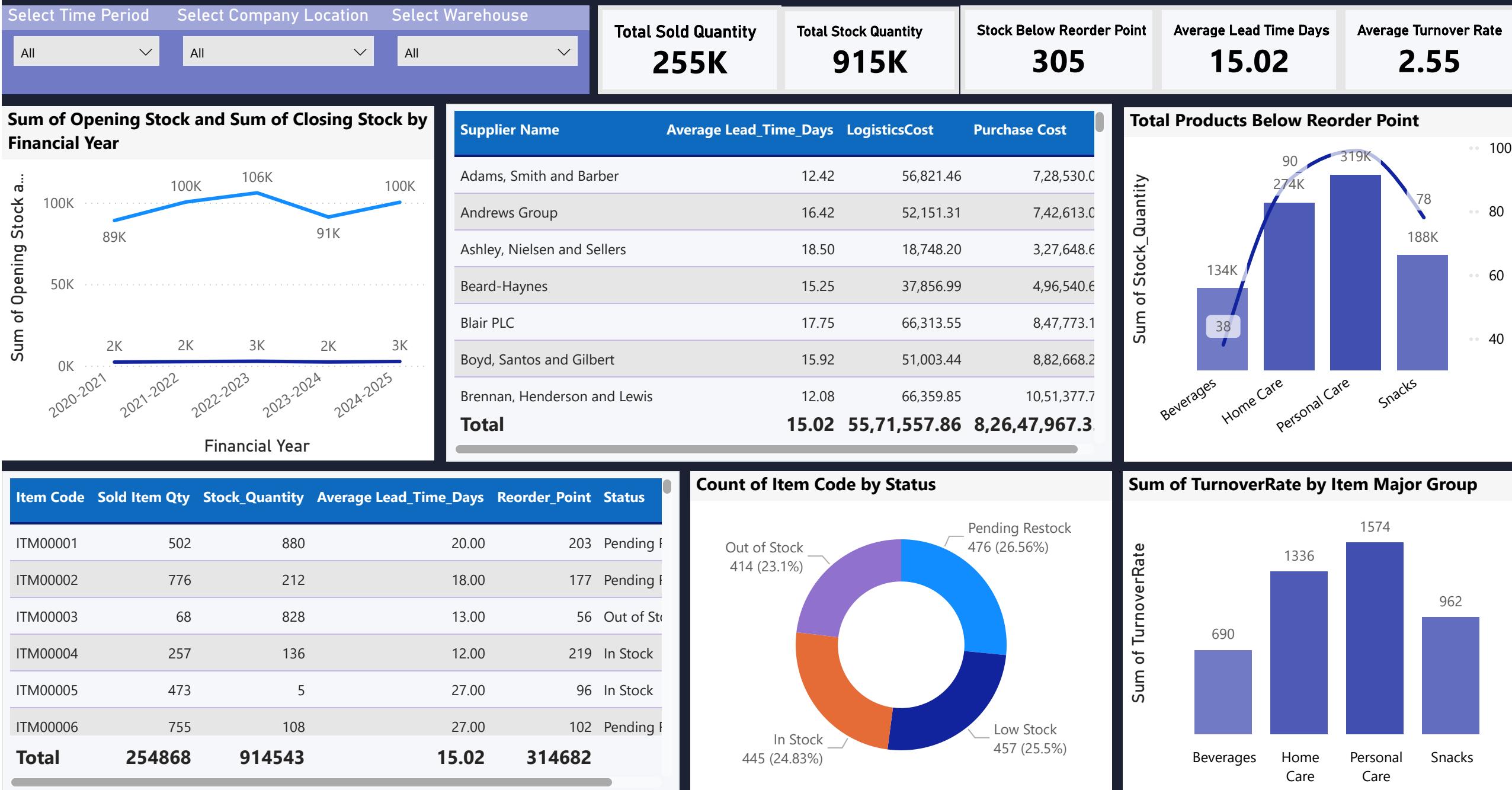


Supplier Name	Predicted Purchase Amount	Predicted Sale Value	Predicted Gross Margin
Adams, Smith and Barber	10,78,077.70	12,52,585.53	1,54,083.80
Andrews Group	2,70,695.65	3,47,490.11	67,961.67
Ashley, Nielsen and Sellers	1,11,379.64	1,11,532.53	-5,564.16
Beard-Haynes	4,43,502.68	4,91,340.12	30,369.03
Blair PLC	10,66,451.22	12,15,723.97	1,21,154.89
Boyd, Santos and Gilbert	3,09,691.52	3,30,557.40	19,583.12
Brennan, Henderson and Lewis	8,58,423.00	9,38,271.22	63,054.94
<b>Total</b>	<b>7,84,55,508.11</b>	<b>8,66,22,454.19</b>	<b>57,97,976.35</b>

## Total Predicted Sales by Customer Country



# Inventory Analysis Report

[Reset Filters](#)


# Glossary

Category	Field Names	Definition
Location & Warehouse	Location Code, Location Name Warehouse Code, Warehouse Name	Identifies the sales/purchase location Indicates the warehouse where inventory is stored or issued
Sales Information	SALE TYPE Code/Name Transaction Type, Transaction Sub-Type Order No, Order Date, Order Type Department Invoice No, Invoice Date	Defines the type of sale (e.g., Retail, Wholesale, Online) Specifies the nature of the transaction Unique order identification and classification Department associated with the transaction Invoice reference and billing dated
Customer Details	Customer Code, Customer Name Customer Category, Industry, Size City, District, State, Country	Unique identification of each customer Classification of customers by business attributes Customer's geographical location
Product Details	Item Code, Item Name Product Tier, Item UOM Item Qty, Item Rate Discount %, Discount Amount Item Value CGST/SGST/IGST % & Amount Invoice Total	Unique identifier and description of a product Classification level and unit of measurement Quantity sold and unit price Discounts applied on the item Net sales value of the item Tax details at the item level Total invoice value after taxes and discounts
Product Hierarchy	Major Group, Minor Group, Sub Group, Sub Sub Group/Brand	Multi-level categorization of products
Sales Team	Sales Person Code/Name Reporting Manager Code/Name Head of Department Code/Name	Sales executive responsible for the transaction Manager supervising the salesperson Functional or departmental head
Targets	Target Sales Month	Predefined sales goal set for the salesperson The reporting month for tracking performance
Supplier & Purchase	Supplier Code/Name Supplier City, State, Country GSTIN Supplier Purchase Order No, Date Purchase Invoice No	Unique identification of supplier/vendor Supplier's geographical details Supplier's GST registration number Purchase order reference and date Supplier invoice number