

## **FINANCE & CONSUMER GOODS ANALYSIS - SQL PROJECT**

### **Q1. Croma India product wise sales report for fiscal year 2021**

#### **Description**

As a product owner, **I want** to generate a report of individual product sales (aggregated on a monthly basis at the product code level) for Croma India customer for **FY-2021 so that** I can track individual product sales and run further product analytics on it in Excel.

The report should have the following fields:

1. Month
2. Product Name
3. Variant
4. Sold Quantity
5. Gross Price Per Item
6. Gross Price Total

### **Q2. Gross monthly total sales report for Croma**

#### **Description**

As a product owner, **I need** an aggregate monthly gross sales report for Croma India customer **so that** I can track how much sales this particular customer is generating for AtliQ and manage our relationships accordingly.

The report should have the following fields:

1. Month
2. Total gross sales amount to Croma India in this month

### **Q3. Created stored procedure for monthly gross sales report**

#### **Description**

As a data analyst, I want to create a stored proc for monthly gross sales report so that I don't have to manually modify the query every time. Stored proc can be run by other users (who have limited access to database) and they can generate this report without having to involve the data analytics team.

The report should have the following columns:

1. Month
2. Total gross sales in that month from a given customer

### **Q4. Stored procedure for market badge**

#### **Description**

Create a stored proc that can determine the market badge based on the following logic:

If **total sold quantity > 5 million**, that market is considered **Gold**, else it is **Silver**.

**My input will be:**

- market
- fiscal year

**Q5. Top markets, products, customers for a given financial year**

- **Description**
- **As a product owner**, I want a report for top markets, products, customers by net sales for a given financial year so that I can have a holistic view of our financial performance and can take appropriate actions to address any potential issues.

**Q6. Net sales % share Global**

**Description**

**As a product owner**, I want to see a bar chart report for **FY=2021** for **top 10 markets** by **% net sales**.

**Q7. Net Sales % Share by region**

**Description**

As a product owner I want to see region wise (APAC, EU, LTAM etc)% net sales breakdown by customers in a respective region so that I can perform my regional analysis on financial performance of the company

The end result should be “donut charts” in the following format for FY = 2021, build a reusable asset that we can use to conduct this analysis for any financial year.

**Q8. Top N Products in Each Division by Quantity Sold.**

**Q9. top 2 markets in every region by their gross sales amount**  
in FY=2021.

**Q10. stored procedure that takes market, fiscal\_year and top n as an input and**  
returns top n customers by net sales in that given fiscal year and market