

Product Sales Analytics



Month

All

Year

Multiple selec...

PMs Name

PM03

Actual Sales
38.28M
Target Sales
33.23M
Profit Sales
5.06M
Sales Monthly

● Actual Sales ● Target Sales


Salesman Promoted Product

Salesman Name	Actual Sales	Profit Sales
Adou Thiero	31,210,496.21	9,297,696.21
Marcus Smart	467,802.99	-843,697.01
Jarred Vanderbilt	6,605,754.01	-3,396,045.99
Total	38,284,053.21	5,057,953.21

Call Rate

Call Reach

Call Frequency

Call Reach

Share by Product Division
Antibiotic

16.54M

Heart

3.84M

Anti...

3.31M

Antipyretic

9.37M

Allergy

2.94M

MIN

0M

Sales by Region

GMA

31M

NLZ

7M

MIN

0M

20M

Millions

Product Sales

Product Family Name	Actual Sales	Target Sales	Profit Sales	Perf %
Amoxicillin	9,401,739.31	6,424,200.00	2,977,539.31	146.35
Paracetamol 500mg	9,374,678.96	8,823,600.00	551,078.96	106.25
Metoprolol	3,843,684.22	3,078,800.00	764,884.22	124.84
hypothyroidism	3,366,251.78	2,945,500.00	420,751.78	114.28
Losartan	3,070,877.89	1,982,300.00	1,088,577.89	154.91
Loratadine	2,937,168.47	2,089,800.00	847,368.47	140.55
Ampicillin	2,730,566.61	1,530,800.00	1,199,766.61	178.38
Levofloxacin	995,834.30	718,100.00	277,734.30	138.68
Metformin	923,633.53	589,100.00	334,533.53	156.79
Fenofibrate	663,017.40	1,956,500.00	-1,293,482.60	33.89
Simvastatin	350,216.13	1,148,100.00	-797,883.87	30.50
Heparin	278,587.68	804,100.00	-525,512.32	34.65
Valsartan	242,401.23	795,500.00	-553,098.77	30.47
Cough syrup	57,948.09	206,400.00	-148,451.91	28.08
Penicillins	44,740.11	129,000.00	-84,259.89	34.68
Vitamin C	2,707.50	4,300.00	-1,592.50	62.97
Total	38,284,053.21	33,226,100.00	5,057,953.21	115.22



Product Division Sales

Product Division Name	Actual Sales	Target Sales	Profit Sales	Perf %
Cholesterol	2,617,906.01	5,254,600.00	-2,636,693.99	49.82
Anticoagulant	247,719.17	421,400.00	-173,680.83	58.78
Antipyretic	7,911.23	21,500.00	-13,588.77	36.80
Total	2,873,536.41	5,697,500.00	-2,823,963.59	50.44

Product Sales

Product Family Name	Actual Sales	Target Sales	Profit Sales	Perf %
Fenofibrate	2,617,906.01	5,254,600.00	-2,636,693.99	49.82
Heparin	247,719.17	421,400.00	-173,680.83	58.78
Paracetamol 500mg	7,911.23	21,500.00	-13,588.77	36.80
Total	2,873,536.41	5,697,500.00	-2,823,963.59	50.44

Account Group Sales

Account Group Name	Actual Sales	Target Sales	Profit Sales
Distributor	1,353,169.56	2,524,100.00	-1,170,930.44
Retail	1,520,366.85	3,173,400.00	-1,653,033.15
Total	2,873,536.41	5,697,500.00	-2,823,963.59

Account Sales

Account Name	Actual Sales	Target Sales	Profit Sales	Perf %
Southern Philippines Medical Center	1,314,508.77	2,408,000.00	-1,093,491.23	54.59
Davao Medical School Foundation Hospital	1,303,397.24	2,846,600.00	-1,543,202.76	45.79
Davao Doctors Hospital	247,719.17	421,400.00	-173,680.83	58.78
Violeta Medical Clinic	7,911.23	21,500.00	-13,588.77	36.80
Total	2,873,536.41	5,697,500.00	-2,823,963.59	50.44



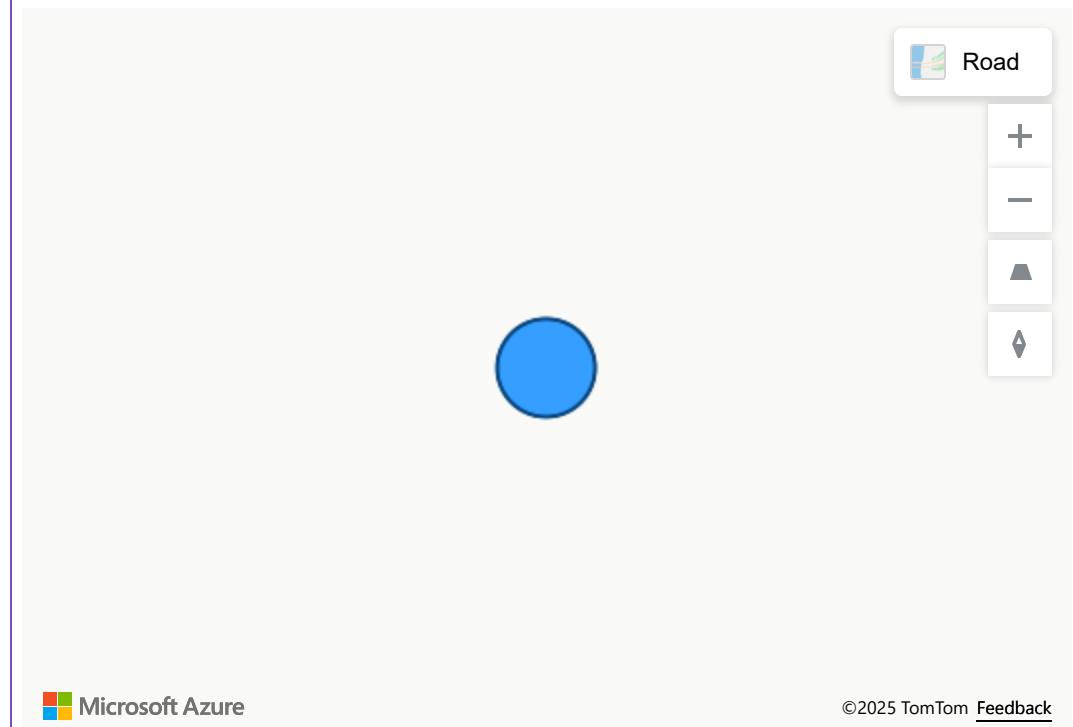
Product Sales

Product Family Name	Actual Sales	Target Sales	Profit Sales	Perf %
Metoprolol	20,667,353.52	13,269,800.00	7,397,553.52	155.75
Total	20,667,353.52	13,269,800.00	7,397,553.52	155.75

Account Sales

Account Name	Area Name	Actual Sales	Target Sales	Profit Sales	Perf
Chinese General Hospital & Medical Center	MANILA	20,667,353.52	13,269,800.00	7,397,553.52	
Total		20,667,353.52	13,269,800.00	7,397,553.52	

Geographic Map



Salesman Area Sales

Salesman Name	Territory Name	Actual Sales
Adou Thiero	Caloocan/Malabon/Manila/Navotas/Parañaque	20,667,353.!
Total		20,667,353.!



Profile

Dr. Gilbert E. Cauilan

Specialty

Orthopedics

Experience 19 years+

At Bright Care, my priority is providing compassionate and evidence-based care for children. I work closely with families to ensure the best health outcomes. I also support Torrent Pharma's products, staying informed about their latest therapies to provide safe and effective options for my patients when appropriate.

Area Name



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MD Name	Specialty	Frequency	Actual Call Average	Hospital/Clinic Affiliation	Product Family Name
Dr. Gilbert E. Cauilan	Orthopedics	1X	1.00	Hospital	Ezetimibe
Dr. John David B. Mata	Orthopedics	1X	1.00	Hospital	Ezetimibe
Dr. Hilario M. Diaz	Orthopedics	1X	1.00	Hospital	Fenofibrate
Dr. James A. Soriano, MD	Orthopedics	1X	1.00	Hospital	Fenofibrate
Dr. Jose Miguel G. Pagsaligan	Orthopedics	1X	1.00	Hospital	Rosuvastatin
Dr. Noel Rex P. Peñaranda	Orthopedics	1X	1.00	Hospital	Simvastatin



Product Division by Product Family Name

● Actual Sales ● Target Sales ● Profit Sales

Heart

20.7M



13.3M



7.4M



Metoprolol

Metoprolol

21M

13M

7M





Monthly Sales Trend Analysis

Monthly Trend	Jan				Feb				Mar				Apr
Product Division Name	Actual Sales	Target Sales	Profit Sales	Perf %	Actual Sales	Target Sales	Profit Sales	Perf %	Actual Sales	Target Sales	Profit Sales	Perf %	Actual Sales
Antipyretic	4,768,640.48	3,130,400.00	1,638,240.48	152.33	4,052,890.12	3,379,800.00	673,090.12	119.92	4,057,912.02	3,087,400.00	970,512.02	131.43	4,186,575.27
Total	4,768,640.48	3,130,400.00	1,638,240.48	152.33	4,052,890.12	3,379,800.00	673,090.12	119.92	4,057,912.02	3,087,400.00	970,512.02	131.43	4,186,575.27

Monthly Sales Trend Analysis

Product Division Name	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Antipyretic	4,768,640.48	4,052,890.12	4,057,912.02	4,186,575.27	3,249,287.73	4,301,787.70	3,356,791.51	3,447,910.17	3,815,408.56	3,994,540.31	3,656,544.25	4,186,575.27
Total	4,768,640.48	4,052,890.12	4,057,912.02	4,186,575.27	3,249,287.73	4,301,787.70	3,356,791.51	3,447,910.17	3,815,408.56	3,994,540.31	3,656,544.25	4,186,575.27



Product Monthly Sales Performance

● Actual Sales ● Target Sales ● Profit Sales

Simvastatin

