

Round 1 - ETL Test

Objective

Analyze the provided dataset and answer the following questions. The results should be presented in a comprehensive dashboard.

The dashboard can be built using any of your familiar tools (e.g. Power BI, Looker Studio, Tableau etc.)

Challenge

Elbrit Life Sciences Pvt Ltd is a pharmaceutical company with a widespread network of sales teams operating across multiple headquarters (HQ). **The primary sales** of the company are driven by distributors, who are the first line of customers. These distributors purchase products from Elbrit, which constitutes the primary sales.

However, there are instances where products sold to distributors may be returned and claimed. The reasons for returns include expired products and breakages. Additionally, the rate of products sold can depreciate over time, necessitating adjustments to the primary sales figures. This rate difference arises from the initial rate offered to distributors and any subsequent updates from the company. Evaluating these rate differences is crucial for an accurate sales report.

Furthermore, any products provided as free items or claims are not included in the sales figures. These are considered discounts or promotional schemes offered to customers and are treated separately from the primary sales. After calculating all these figures, the primary sales of a customer are calculated.

In this challenge, we ask you to build a dashboard where you must find the accurate values for the listed questions. You can use the "ELB-Sales-Data.xlsx" data from April to September for building the dashboard.

Questions:

1. What was the highest-selling product in September?
2. Which product had the highest sales for the "CND Chennai" sales team in May?
3. Which customer had the maximum stock returns in October for the Bangalore HQ?
4. Which sales team had the maximum percentage of primary sales returned due to expiry?
5. What percentage of overall primary sales was affected by breakage?
6. What were the primary sales for the Delhi HQ in the month of September?
7. What were the sales of "Britorva 20" in September for PALEPU PHARMA DIST PVT LTD under Coimbatore HQ?

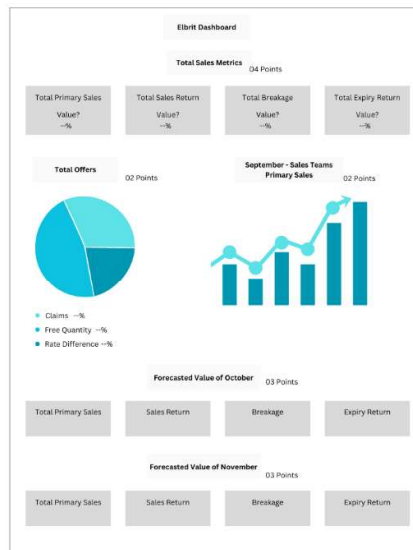
Bonus

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

2. Which product had the highest forecasted sales for the "CND Chennai" sales team in November?
3. What were the forecasted sales of "Britorva 20" in October under Coimbatore HQ? (5 Points)

Create a dashboard and submit it as an image

The dashboard is divided into three sections as shown in the image: the first two sections each contain four points, and the third section, which is optional and includes bonus questions, contains six points.



Data Set Link

https://elbritlife-my.sharepoint.com/:x:/g/personal/mathu_elbrit_org/Ed_a_uQhIT1Cs2RUstBC8zkBJgyT9jc_m8YKBycc-0k97Bg?e=ddlciu

Overview

The test aims to evaluate the ability to analyze data, derive insights, and present findings in a clear and visually appealing manner. The applicants are expected to:

1. Data Analysis: Use appropriate data analysis techniques to answer the questions.
2. Visualization: Create a dashboard that effectively communicates the results. The dashboard should include charts, graphs, and other visual elements to make the data easily understandable like the example given in the image
3. Forecast: Use predictive analytics to forecast the primary sales for the next months.

Evaluation Criteria (50 Points)

Items	Points
Finding the answers for first 7 questions (3 points each)	21
Bonus Question (5 points each)	15
Dashboard as per given Image	14
Total	50

Test Submission Link

[Data Science Intern Test Submission Form | ELBRIT](#)