Sales Data Analysis

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Problem Statement:

Sales management has gained importance to meet increasing competition and the need for improved methods of distribution to reduce cost and to increase profits.

Sales management today is the most important function in a commercial and business enterprise.

Sales Data Analysis

Total Revenue	Total Profit	Total Sales	Total Cost
137.35M	44.17M	137.35M	93.18M

Total Country	Total Region	Total Units Sold	Total Item Type
76	7	513K	12

Year
- Select all
- 2010
- 2011

Order P...
- Select all
- Critical
- High

Region
- Select all
- Asia
- Australia and Oceania

Country
- Select all
- Albania
- Angola

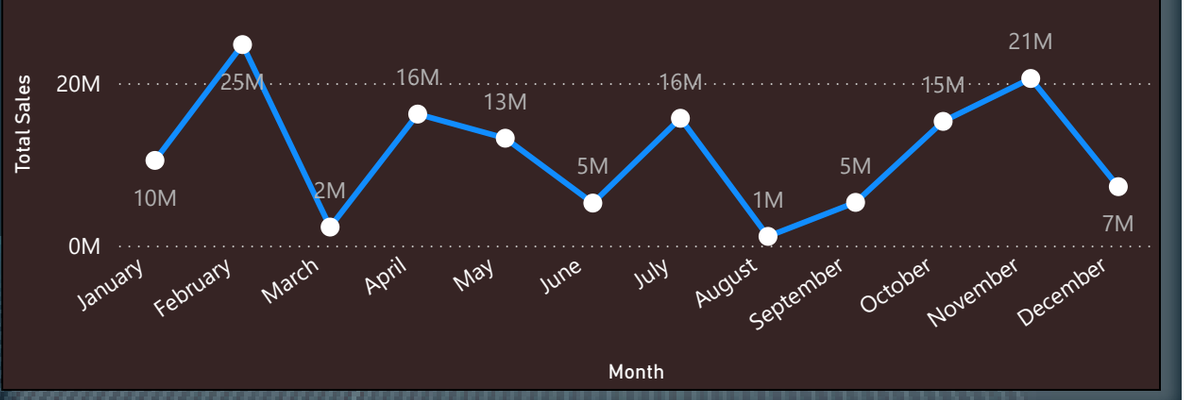
Sales C...
- Select all
- Offline
- Online

Item Ty...
- Select all
- Baby Food
- Beverages

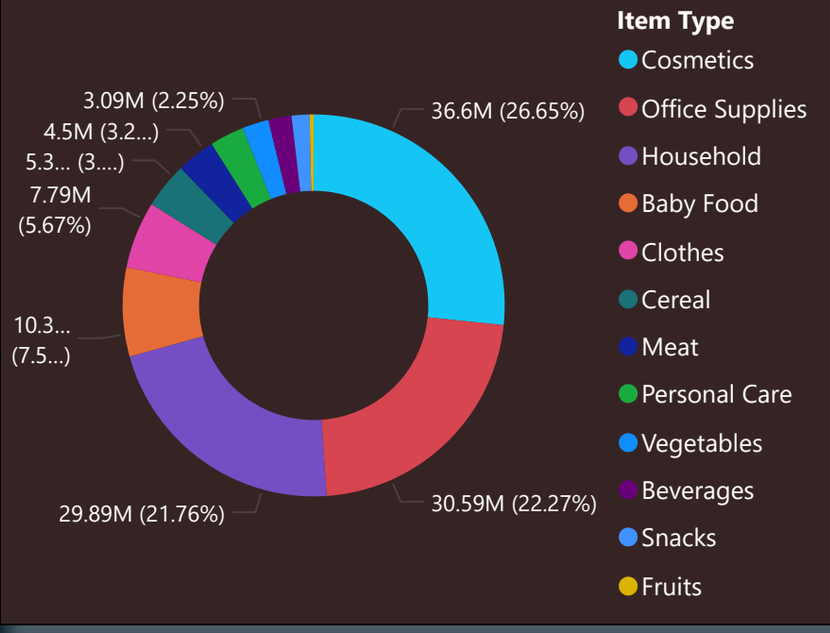
Sales Trend by Year-Month Wise

Sales Trends by Year

Sales Trends by Month



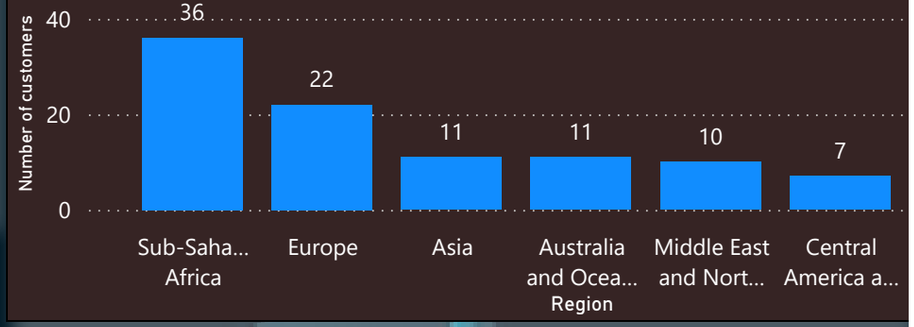
Total Sales by Item Type



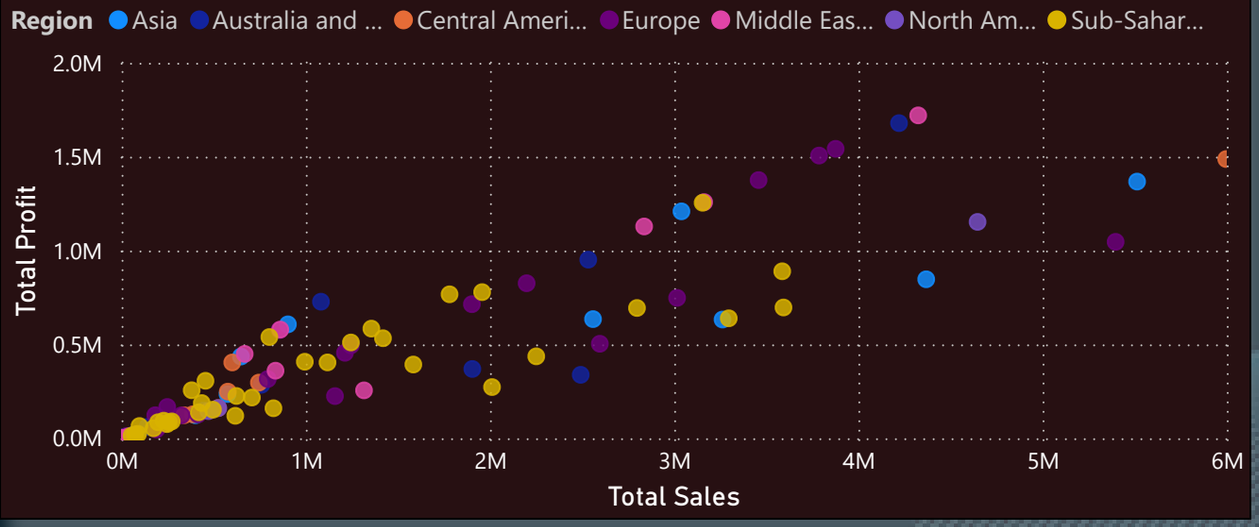
Total Revenue by Countries

Country	Total Revenue
Albania	2,47,956.32
Angola	27,98,046.49
Australia	24,89,933.49
Austria	12,44,708.40
Azerbaijan	44,78,800.21
Bangladesh	9,02,980.64
Belize	6,00,821.44
Brunei	43,68,316.68
Bulgaria	27,79,199.71
Burkina Faso	12,45,112.92
Cameroon	38,51,030.28
Cape Verde	4,55,479.04
Comoros	1,97,883.40
Costa Rica	5,23,807.57

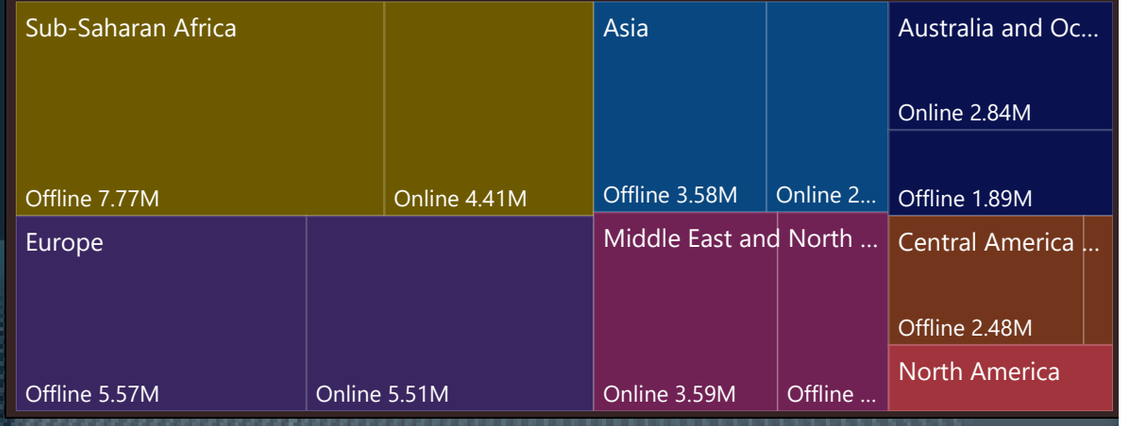
Number of customers by Region



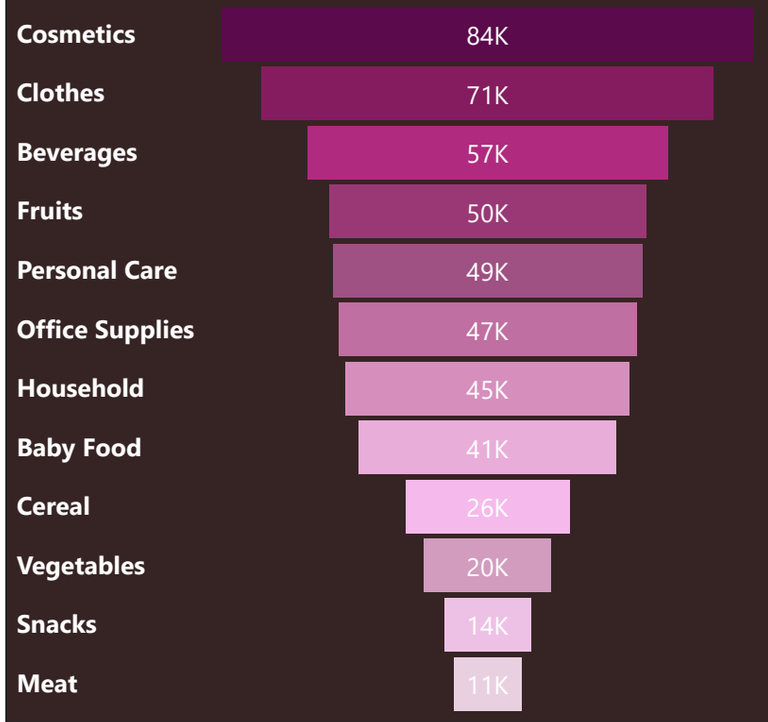
Total Sales and Total Profit by Region



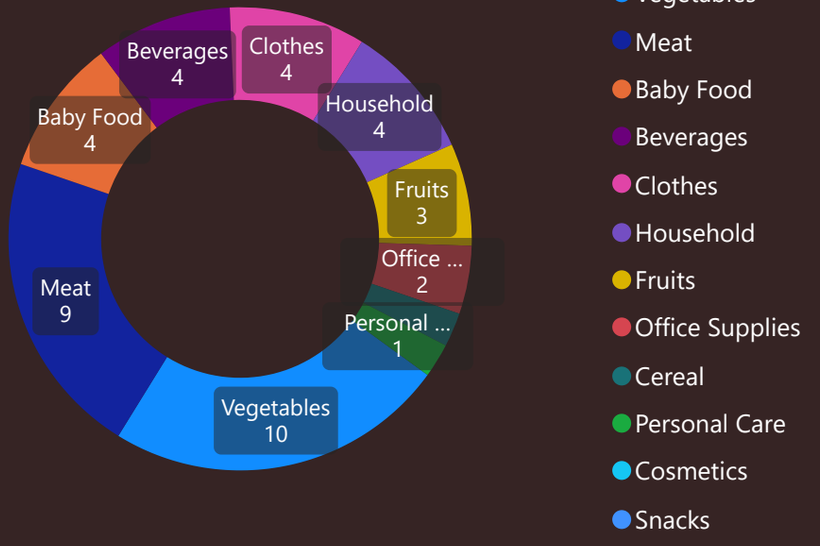
Total Profit by Region and Sales Channel

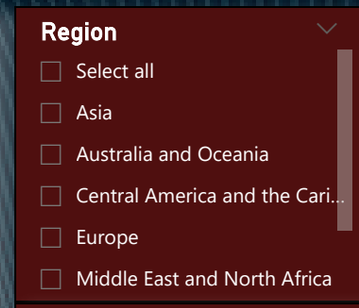


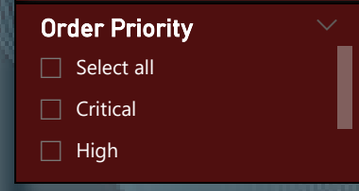
Units Sold by Item Type

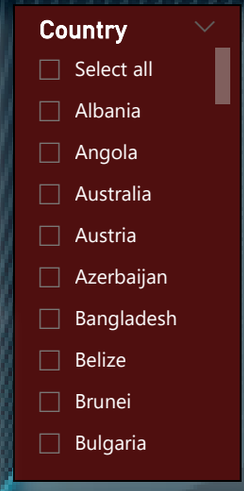


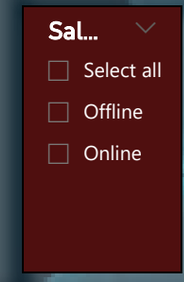
Min Delivery Days by Item Type

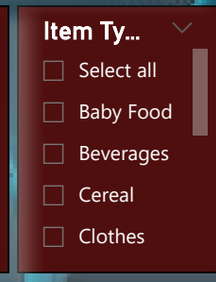


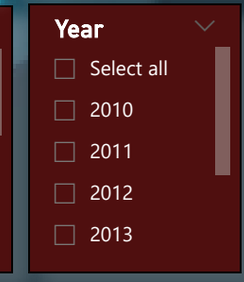




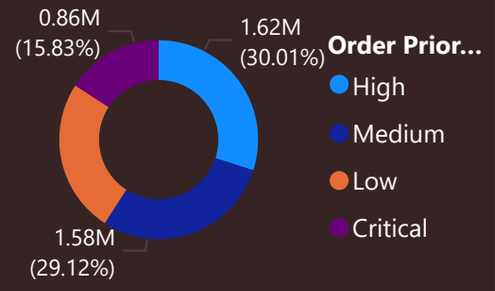




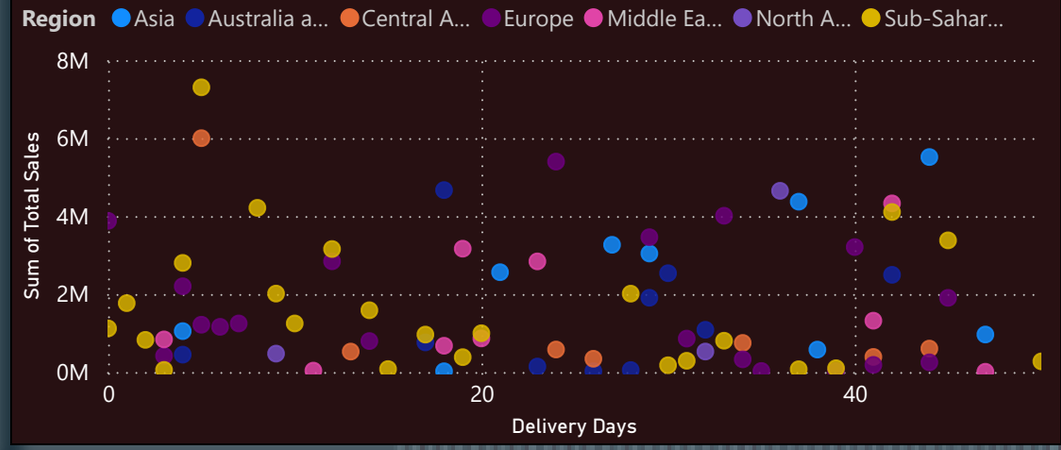
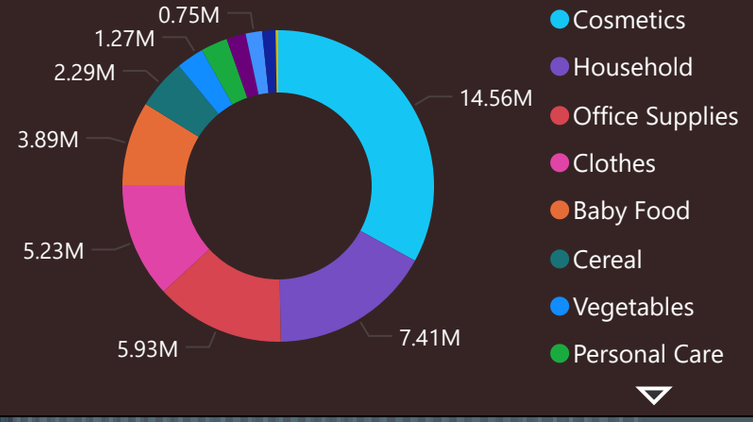




Total Revenue by Order Priority



Total Sales by Region and Delivery Days



Total Profit by Item Type