



Pharmaceutical Data Analysis

Select Sales team

Alfa

Bravo

Charlie

Delta

Distributor

All

Page 2



Total Products

240.00

Quantity

28.68M

Total Distributors

29.00

Average of Quantity

112.87

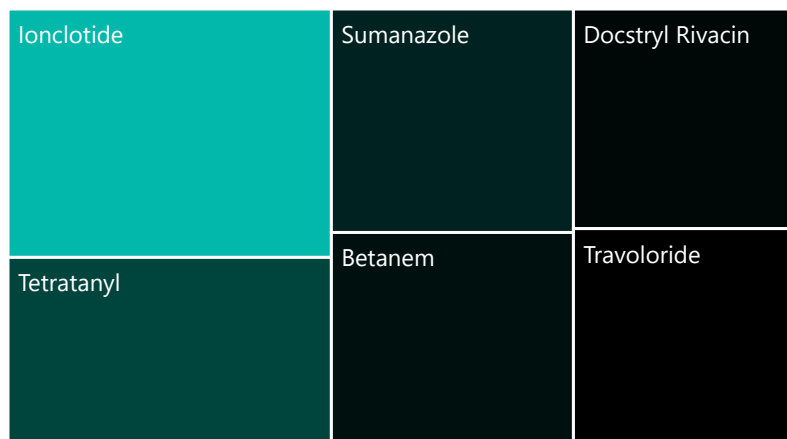
Average of Total Sales

\$46.44K

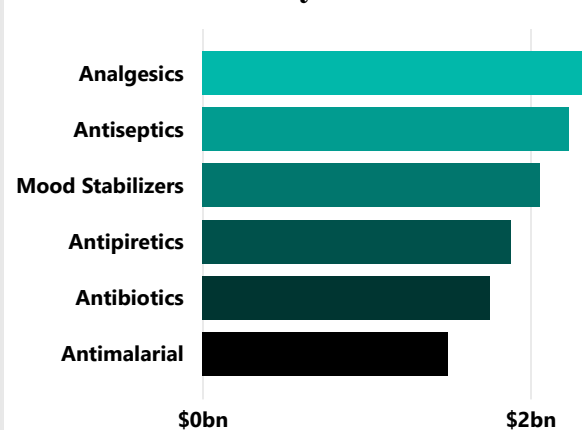
City

All

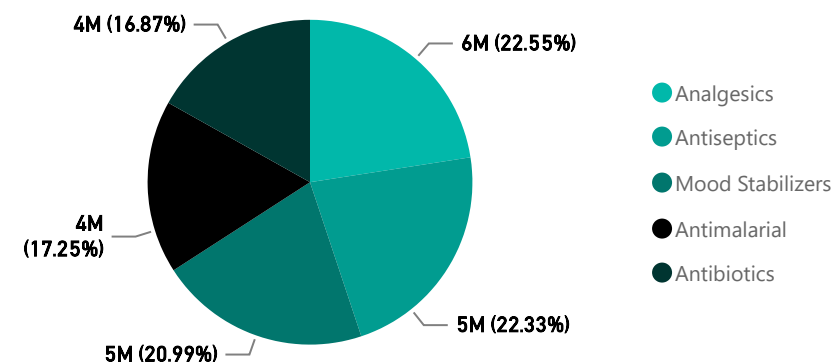
Total Sales by Product Name



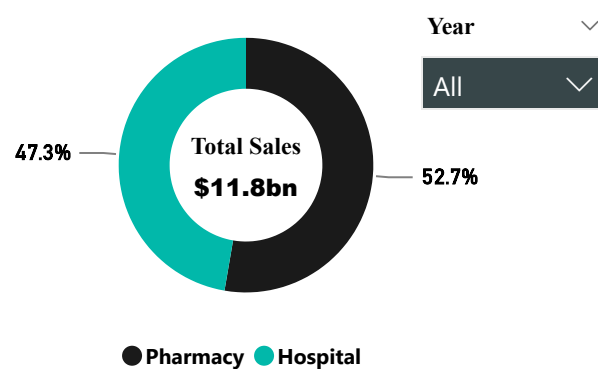
Sales By Product Class



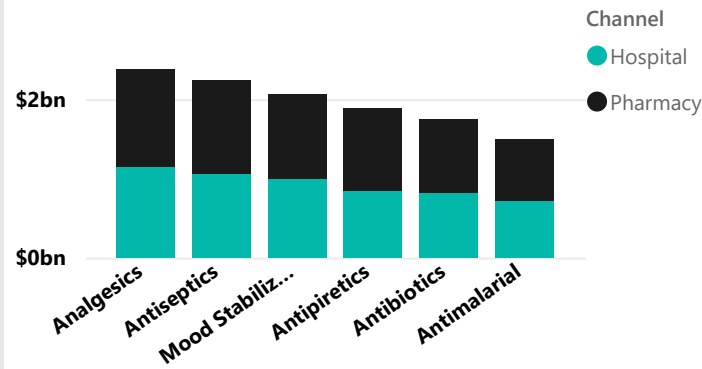
Top 5 Product Quantity-Wise



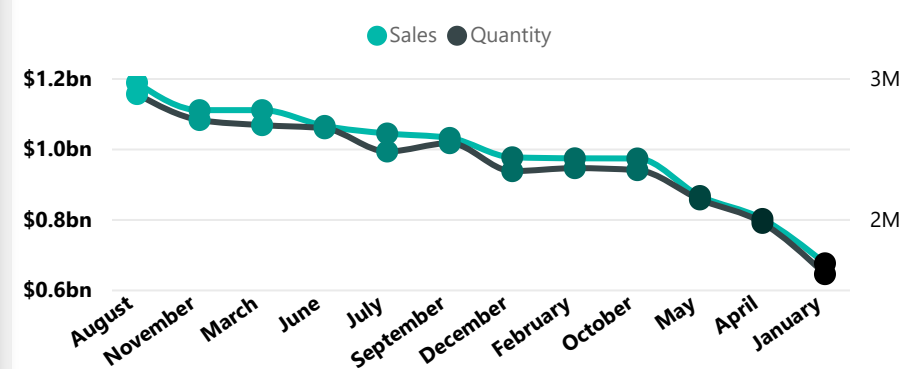
Sum of Total Sales by Channel

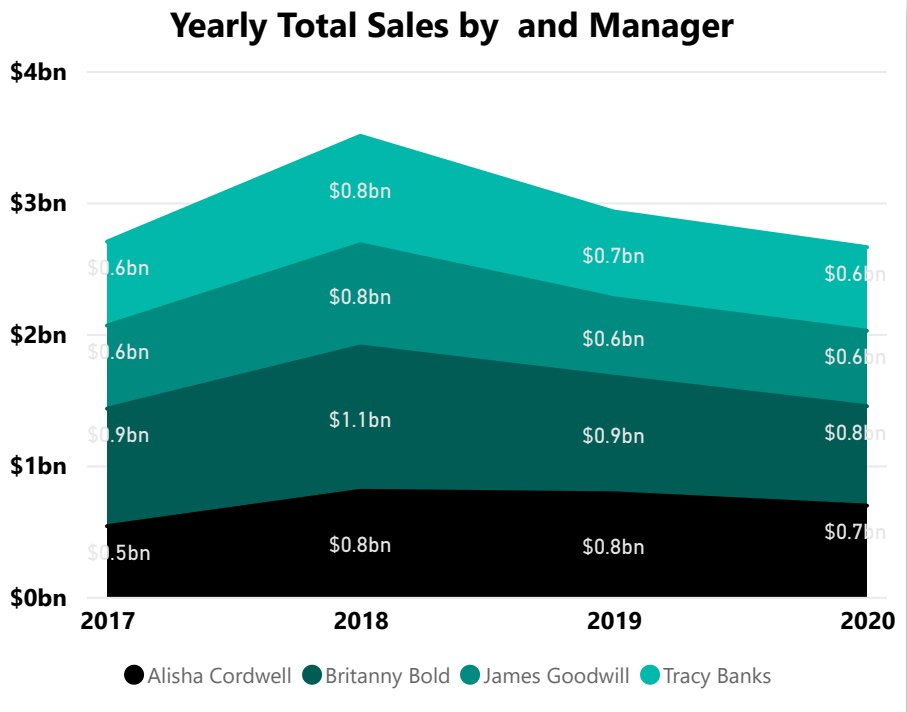
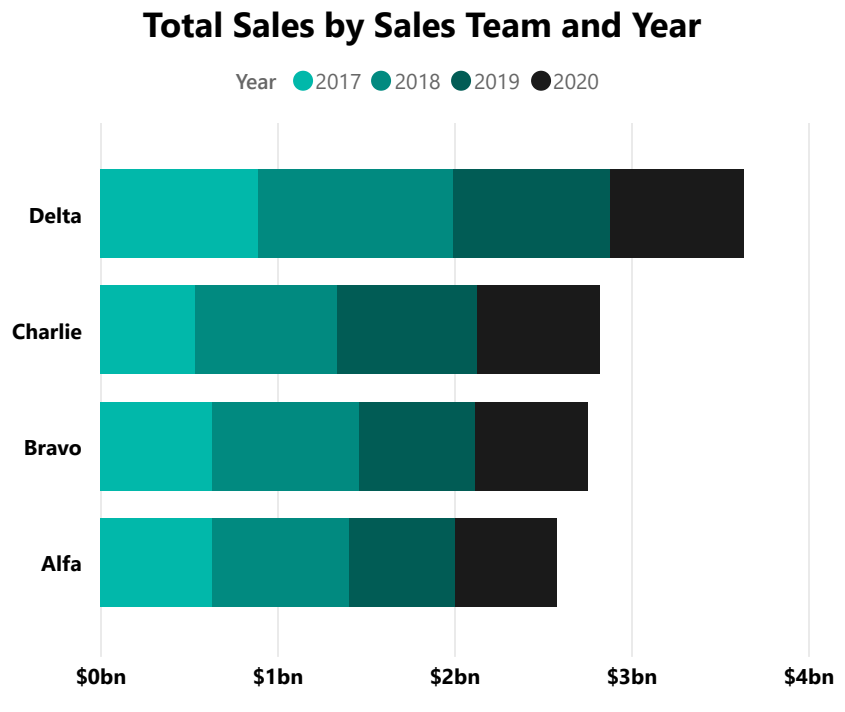
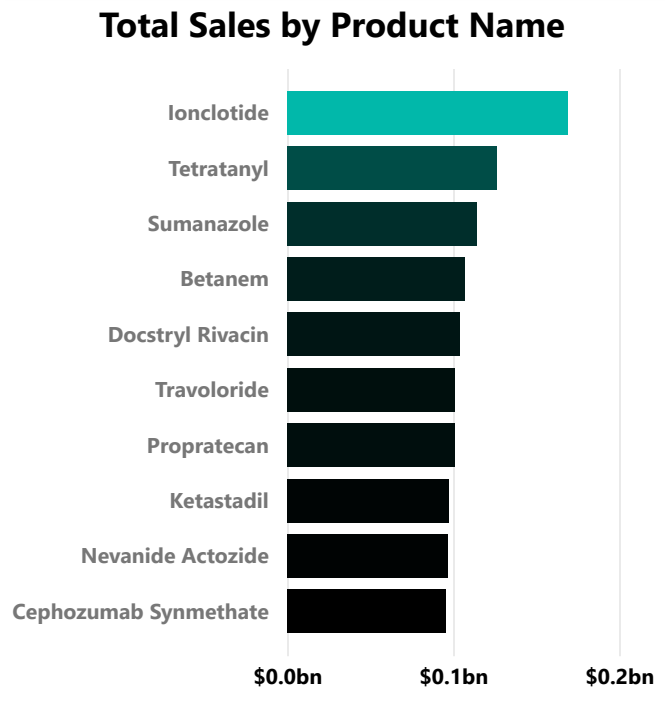
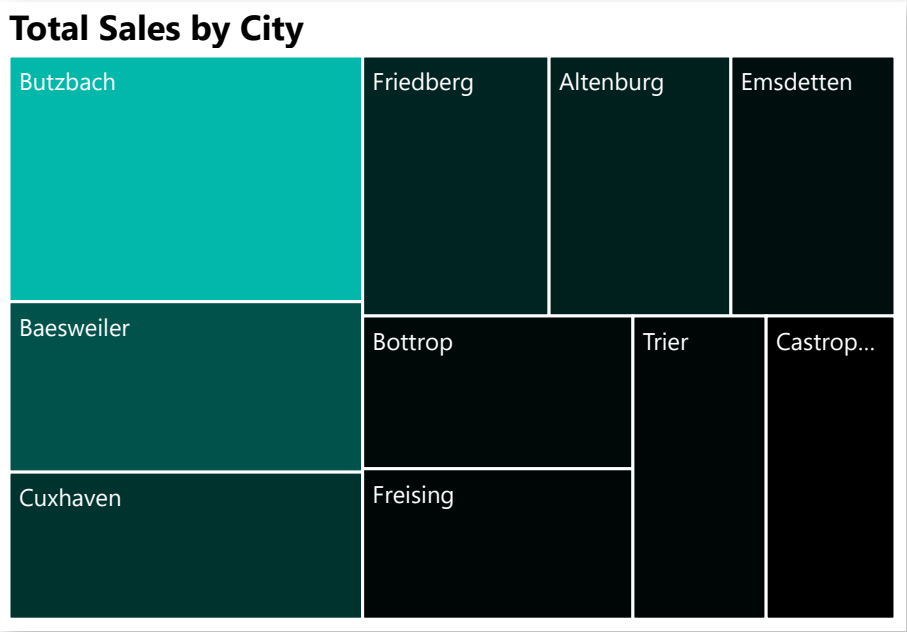
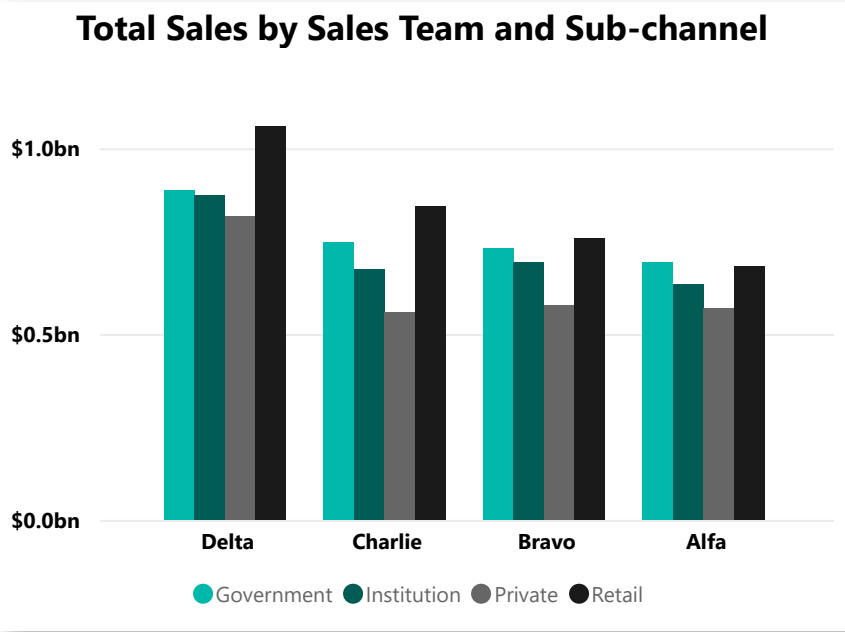
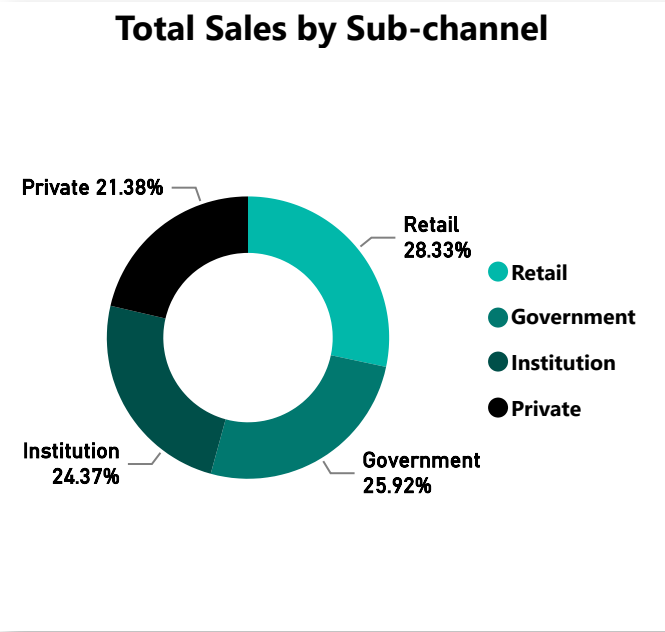


Total Sales by Product Class and Channel



Sales Vs Quantity Month-Wise





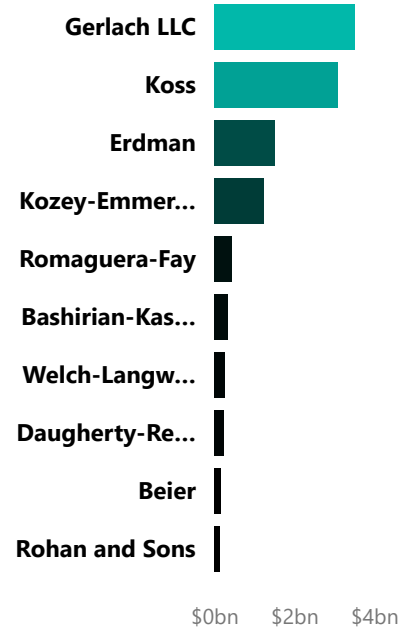


Pharmaceutical Data Analysis



Name of Sales Rep	Germany	Poland	Total
Jimmy Grey	\$92,89,46,897	\$5,70,23,097	\$98,59,69,994
Abigail Thompson	\$92,94,27,072	\$5,16,29,921	\$98,10,56,993
Sheila Stones	\$90,35,65,539	\$5,46,38,359	\$95,82,03,898
Daniel Gates	\$89,51,02,515	\$5,55,56,120	\$95,06,58,635
Anne Wu	\$86,47,42,566	\$5,54,25,736	\$92,01,68,302
Morris Garcia	\$84,46,81,901	\$5,65,13,582	\$90,11,95,483
Stella Given	\$84,09,96,144	\$4,73,44,759	\$88,83,40,903
Jessica Smith	\$83,29,86,878	\$4,87,11,491	\$88,16,98,369
Steve Pepple	\$82,68,77,568	\$4,85,72,415	\$87,54,49,983
Mary Gerrard	\$82,76,67,029	\$4,76,03,734	\$87,52,70,763
Erica Jones	\$82,05,02,748	\$5,08,69,444	\$87,13,72,192
Thompson Crawford	\$81,13,35,314	\$5,56,29,572	\$86,69,64,886
Alan Ray	\$79,12,75,670	\$5,13,61,572	\$84,26,37,242
Total	\$11,11,81,07,841	\$68,08,79,802	\$11,79,89,87,643

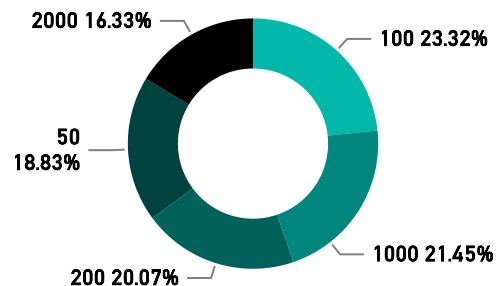
Sum of Total Sales by ...



Key Insights:

- ◆ **Top Revenue Drivers:** Ionclotide and Tetratancyl lead the top 10 sales, significantly contributing to overall revenue.
- ◆ **Product Class Dominance:** Analgesics consistently tops sales, asserting its dominance in the product categories.
- ◆ **Quantity Leaders Impact:** Emphasis on 2000 and 1000 quantities underscores their pivotal role in driving volume and shaping inventory strategies.
- ◆ **Salesperson Excellence:** Notable contributors like Jimmy Grey and Abigail Thompson stand out, showcasing individual excellence within the team.
- ◆ **Strategic Distribution Partners:** Gerlach LLC and Koss are key distributors in the top 10, emphasizing the importance of nurturing strong partnerships.
- ◆ **Consistent Team Performance (2017-2020):** Sales Team Charlie consistently outperforms, demonstrating sustained growth over the years.
- ◆ **City-wise Sales Impact:** Influential markets such as City Butzbach and City Baesweiler lead the top 10 sales, guiding targeted regional strategies.
- ◆ **Sub-Channels Fueling Growth:** Retail and Government sub-channels show significant growth, presenting opportunities for focused marketing efforts.

Sum of Total Sales by Quantity



Sales by Sub-channel

