Business Demand Overview

**-Reporter :** Sales Manager

**-Value of changes :** Visual dashboards and improved sales

**-Necessary systems :** Power BI & CRM (Customer Relationship Management)

-----------------------------------------------------------------------------------------------------

**User stories :**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Role** | **Request** | **User Value** | **Acceptance Criteria** |
| **1** | **Sales Manager** | Get a dashboard overview of internet sales | Know the best sells and which customer to follow | A Power BI dashboard which updates once a day |
| **2** | **Sales Representative** | A detailed overview of internet sales per customers | Follow the customers that buy the most | A power bi dashboard which allows me to filter data for each customer |
| **3** | **Sales representative** | A detailed overview of internet sales per products | Follow the most-sell products | A power bi dashboard which allows me to filter data for each product |
| **4** | **Sales Manager** | Dashboard overview of internet sales | Follow sales over time against budget | A power bi dashboard with graphs and KPIS comparing against budget |