

05/05/2024
Last Update

Zafra
24'25

Mes
April

DM
All

TM
All

Cliente
All



365,45
Sell in M3

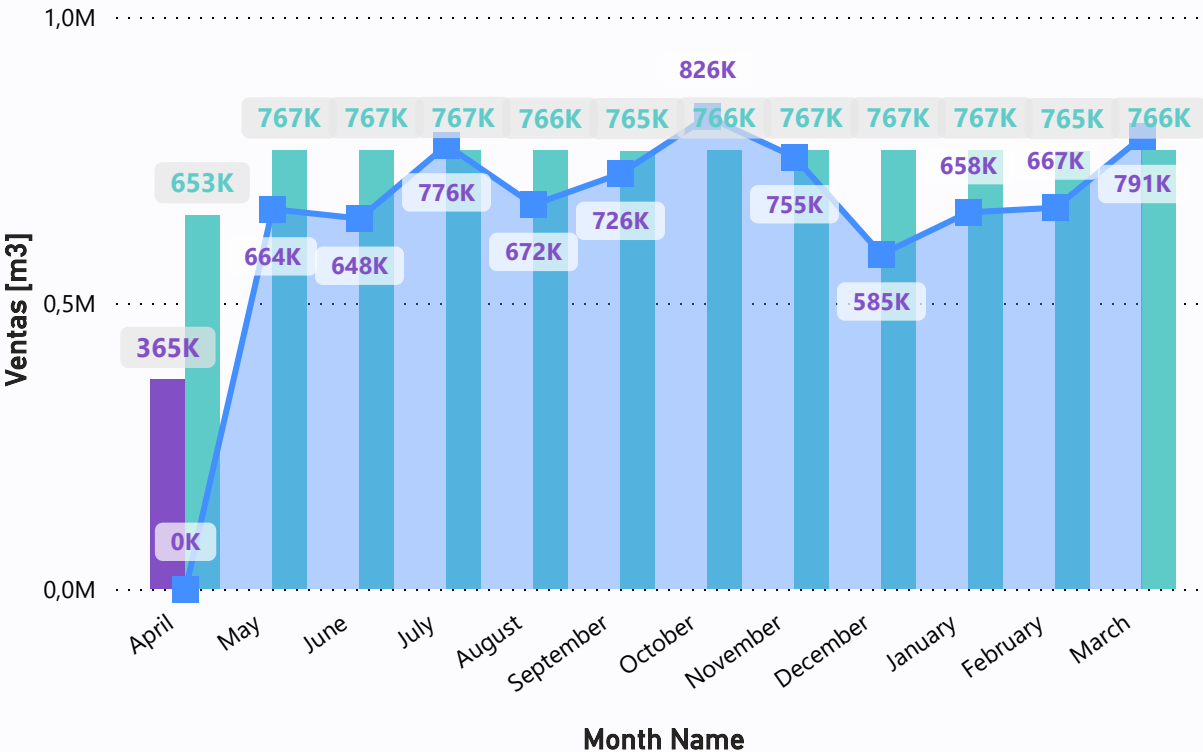
55,94 %
2024'25 vs. meta

22,03 %
Mix Premium

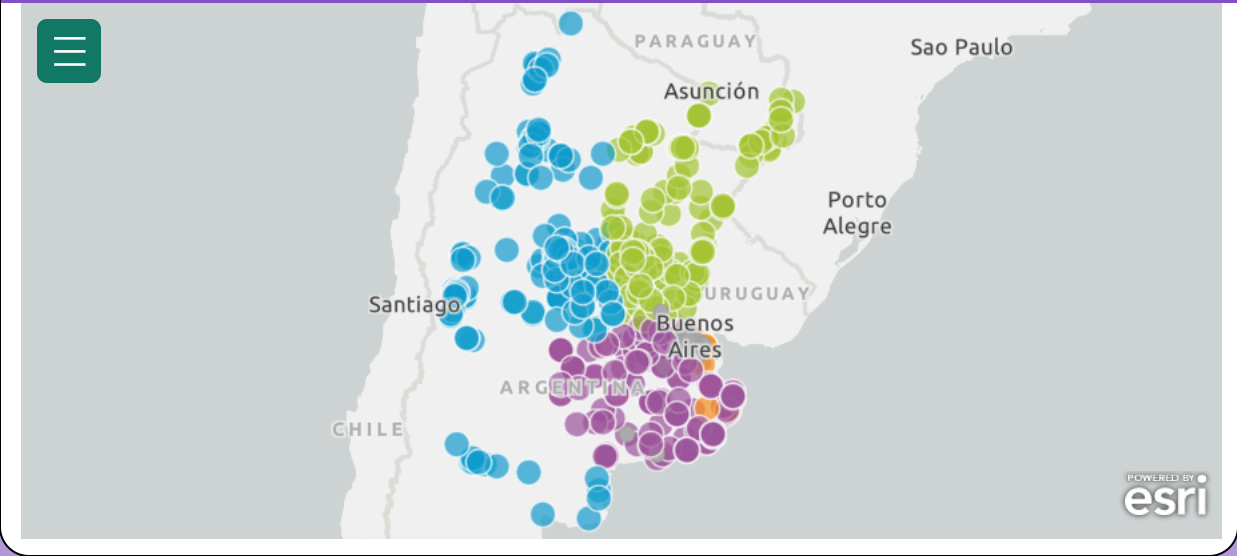
-43,89 %
Volumen 24'25 vs. AA

Ventas vs. Objetivo y Año Anterior

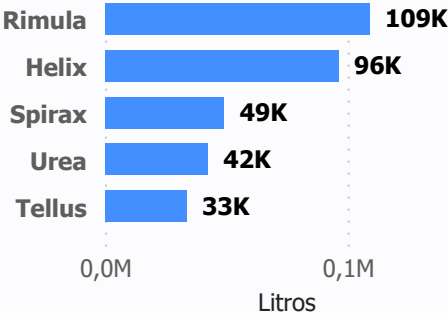
Venta 24'25 m3 Meta Venta 23'24 m3



Geolocalización

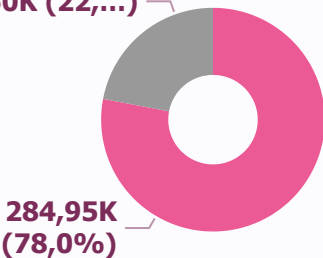


Familia de Producto



(Blank) Premium

80,50K (22,...)



Zafra



24'25



Mes



April



DM



All



raízen

365,45

Sell in M3

55,94 %

2024'25 vs. meta

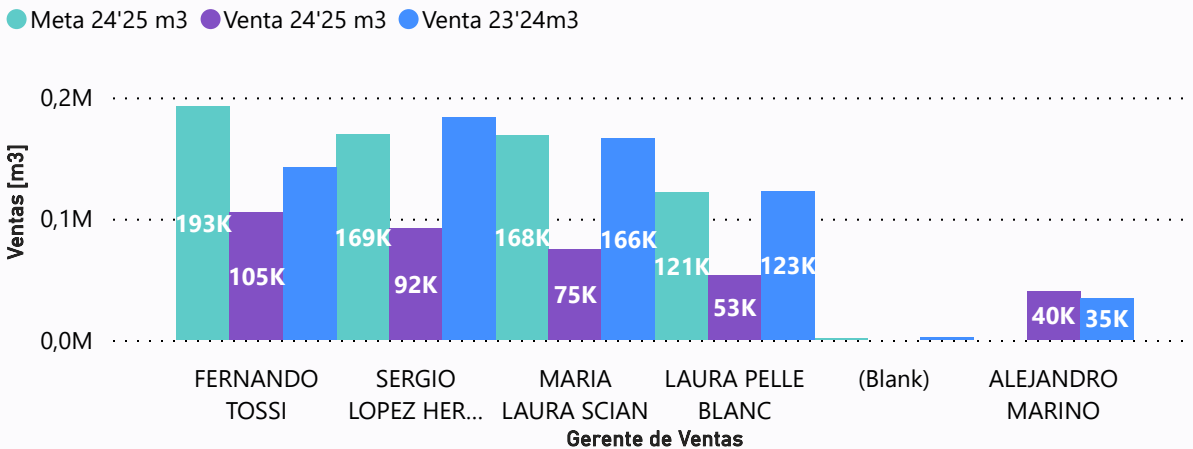
-43,89 %

Volumen 24'25 vs. AA

22,03 %

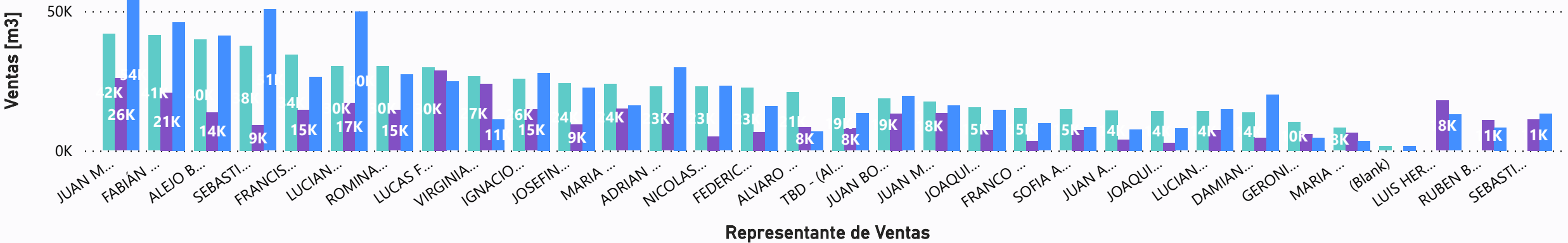
Mix Premium

Detalle de Venta vs. Objetivo y Año Anterior - DM



Detalle de Venta vs. Objetivo y Año Anterior - TMs

● Meta 24'25 m3 ● Venta 24'25 m3 ● Venta 23'24 m3



Zafra

24'25

Mes

April

DM

All

TM

All

Cliente

All

raízen

365,45

Sell in M3

55,94 %

2024'25 vs. meta

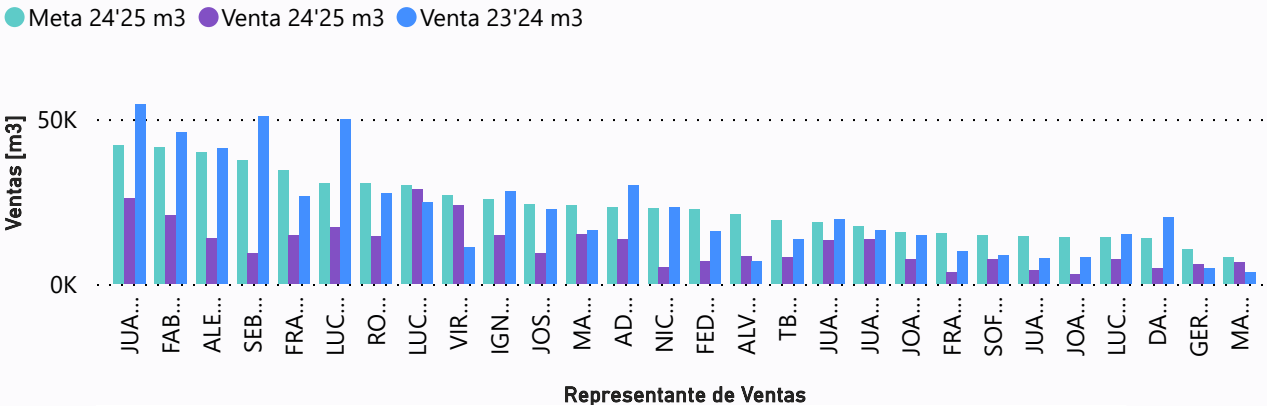
-43,89 %

Volumen 24'25 vs. AA

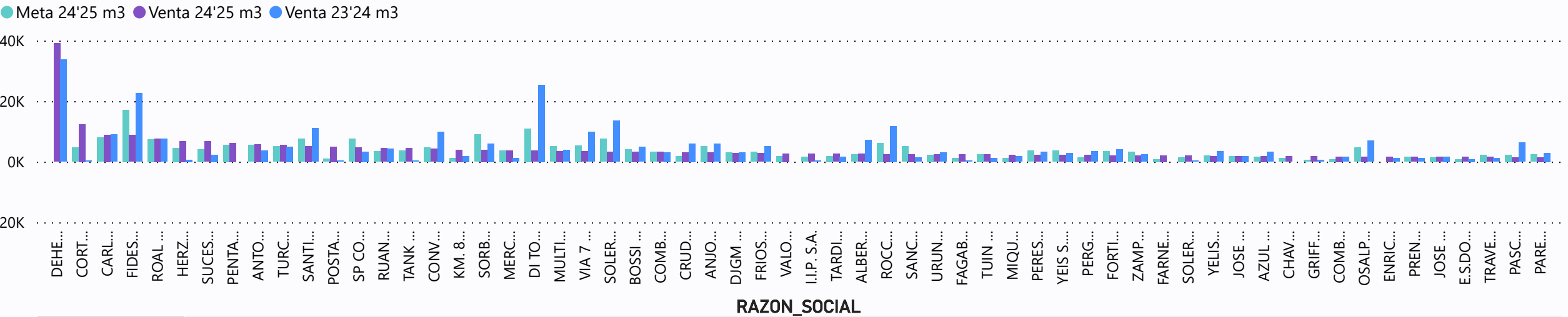
22,03 %

Mix Premium

Detalle de Venta vs. Objetivo y Año Anterior - TMs



Detalle de Venta vs. Objetivo y Año Anterior - Bocas



365.449

Litros

55,94 %

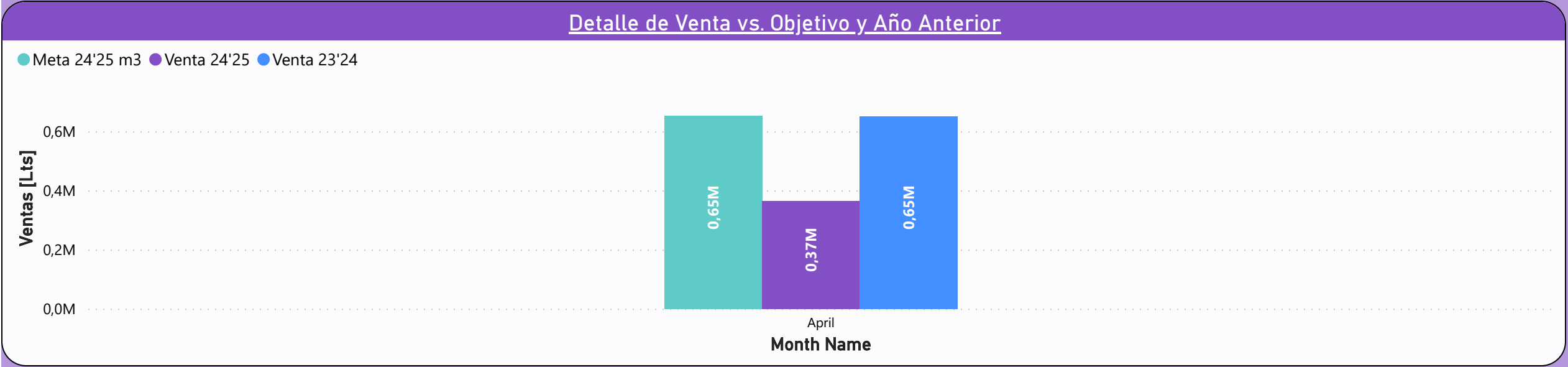
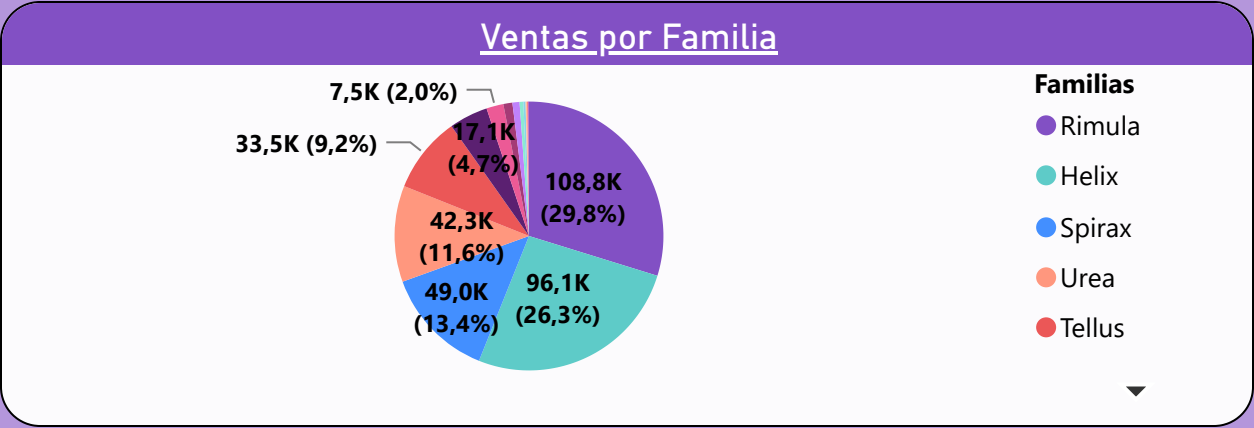
2024'25 vs. meta

-43,89 %

Volumen 24'25 vs. AA

22,03 %

Mix Premium



Premium

☐ (Blank)
☐ Premium

GERENTE_DE_VENTAS, REPRESENTANTE_DE_V...

☐ (Blank)
☐ ALEJANDRO MARINO
☐ FERNANDO TOSSI
☐ LAURA PELLE BLANC

RAZON_SOCIAL

All

Zafra

☐ 22'23
☐ 23'24
☐ 24'25

raízen

Familia - TOP 6

☐ Urea
☐ Tellus
☐ Spirax
☐ Rimula
☐ Helix
☐ Advance

Familia - Resto

☐ Air Tool
☐ Antifreeze
☐ Caprinus
☐ Catenex
☐ Corena
☐ Diala
☐ Gadus
☐ Heat Transfer
☐ Hydraulic
☐ Immersion Cooling Fluid
☐ Morlina

Cobertura en Litros

BOCA/MULTISITE	April	May	June	July	August	September	October	November	December
<input type="checkbox"/>	3.128	3.502	4.721	2.976	2.532	3.831	2.047	5.019	
<input type="checkbox"/> 10 - SIMPLESITE	1.824	753	1.674	719	1.059	1.852	1.186	2.130	
<input type="checkbox"/> 100 844 1741 1773 1783 1791 1898 2078 - MULTISITE	1.588	1.820	494	1.100	2.172	1.588	2.660	1.072	
<input type="checkbox"/> 1008 - SIMPLESITE	10.835	11.628	5.672	8.204	5.832	12.164	8.181	9.612	
<input type="checkbox"/> 101 - SIMPLESITE	2.250	7.006	10.138	11.394	9.459	7.494	6.091	12.633	1
<input type="checkbox"/> 1020 - SIMPLESITE	3.704	0	4.490	20	2.543	3.826	5.110	3.328	
<input type="checkbox"/> 1027 - SIMPLESITE	580	1.704	0	1.554	800	1.964	48	4.116	
<input type="checkbox"/> 1028 1541 - MULTISITE	11.942	46.666	35.324	87.683	2.849	59.071	22.688	46.436	
<input type="checkbox"/> 1029 - SIMPLESITE	6.130	5.778	12.289	7.321	10.123	10.152	8.360	8.960	
<input type="checkbox"/> 1049 - SIMPLESITE	0	0		680	292	0	60	144	
<input type="checkbox"/> 1051 - SIMPLESITE	852	528	1.564	256	1.049	2.478	357	844	
<input type="checkbox"/> 1054 - SIMPLESITE	2.043	808	966	609	1.236	1.009	870	580	
Total	1.652.497	1.471.113	1.282.864	1.690.945	1.498.042	1.460.802	1.631.475	1.599.569	1.300.000

1 - Filtrar por DM

All

2 - Filtrar por TM

All

3 - Filtrar por Boca

All

Fecha

April

Zafra

☐ 22'23

☐ 23'24

☐ 24'25

raízen

TOP 10 FAMILIA

Familia	Litros
Helix	501.060
Rimula	490.390
Tellus	212.488
Spirax	175.412
Urea	146.280
Advance	55.579
Gadus	31.068
Antifreeze	13.572
Omala	12.384
Total	1.643.698

TOP 10 FAMILIA

Helix

Rimula

Tellus

Spirax

Urea

Advance

Gadus

An...

O...

TOP 10 SKU'S

SKU	Litros
Helix HX3 20W-50 SL/CF 209L	152.779
Urea 32 20L	127.280
Rimula R4 X 15W-40 209L	106.172
Tellus S2 M 68 209L	103.664
Rimula R4 X 15W-40 20L	98.080
Rimula R3 Turbo 15W-40 209L	96.140
Tellus S2 M 68 20L	64.160
Rimula R3 Turbo 15W-40 20L	63.560
HELIX HX7 SN 10W-40 4X4L	60.224
Total	912.605

TOP 10 SKU'S

Helix HX3 20W-50 SL/CF|209L

Urea 32|20L

Rimula R4 X 15W-40|209L

Tellus S2 M 68|209L

Rimula R4 X 15W-40|20L

Rimula R3 Turbo 15W-40|209L

Tellus S2 M 68|2...

HELIX HX7 SN 10W...

Rimula R3 Turb...

Spirax S4 T...