

# Explore and Mine Data

## Practicum II

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CS5200 Spring 2024

A pharmaceutical company has provided data regarding their products, sales, representatives, and customers. In more specific detail, this data contains the products being sold by the company, the sales representatives and the territories they work in, the customer buying products within established countries, and the sales transactions of products.

### Analytical Query I

Top five sales reps with the most sales broken down by year.

Table 1: Displaying records 1 - 10

year	repName	total_sales	rank
2020	Walisonda Silva	4187637	1
2020	AneetaKappoorthy	2894565	2
2020	LynetteMcRowe	2662449	3
2020	PrasadPatel	2072111	4
2020	HelmutSchwab	1772660	5
2021	Walisonda Silva	8827810	1
2021	LynetteMcRowe	6405098	2
2021	AneetaKappoorthy	6128682	3
2021	PrasadPatel	3723865	4
2021	HelmutSchwab	3020853	5

### Analytical Query II

Total sold per product per quarter.

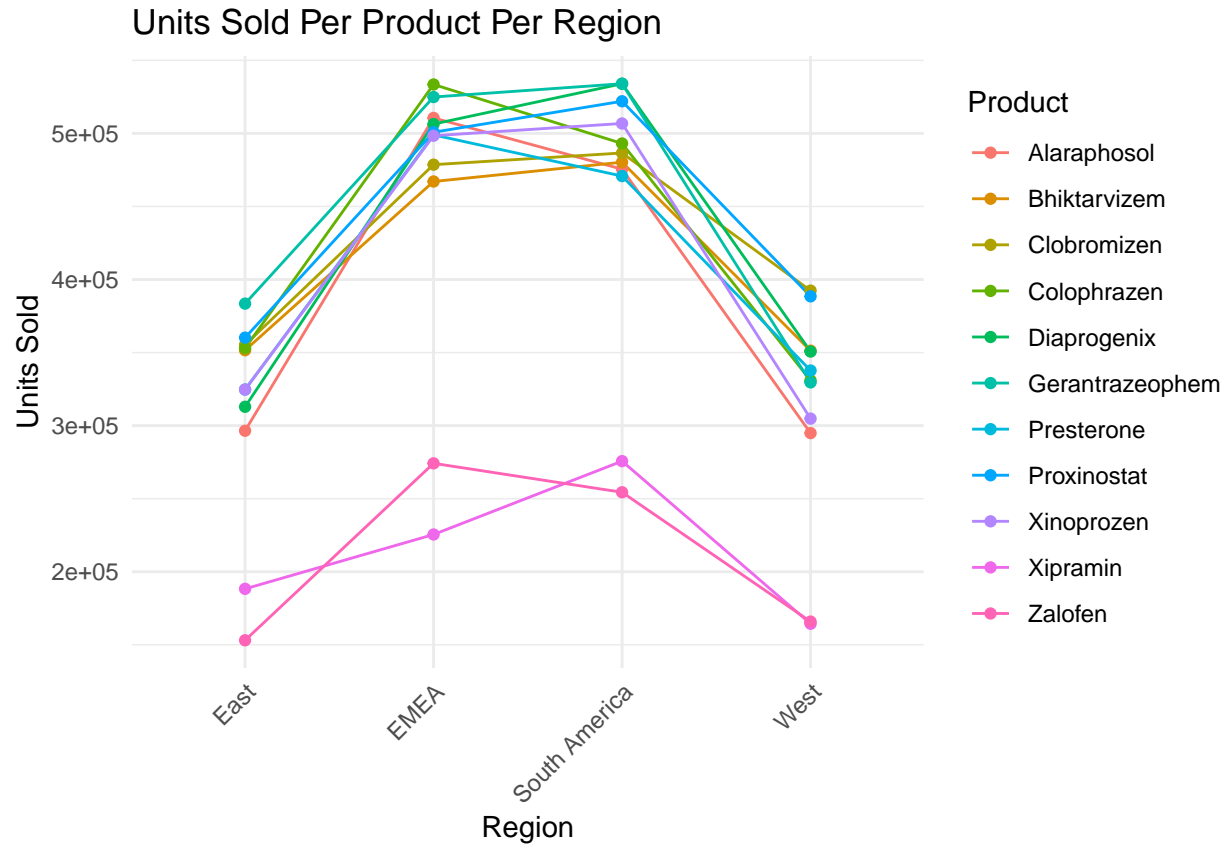
Table 2: Displaying records 1 - 10

productName	year_quarter	total_units
Xipramin	2020 Q1	41700
Xipramin	2020 Q2	62200
Xipramin	2020 Q3	58500
Xipramin	2020 Q4	50300
Xipramin	2021 Q1	105400
Xipramin	2021 Q2	96500
Xipramin	2021 Q3	139000

productName	year_quarter	total_units
Xipramin	2021 Q4	87500
Xipramin	2022 Q1	54000
Xipramin	2022 Q2	68800

### Analytical Query III

Number of units sold per product per region.



### Analytical Query IV

Average sales per sales rep over the years

