Sales Data Analysis using Excel

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ANALYSIS TITLE

Sales Analysis Balaji Fast Foods using Excel

AGENDA

1.Problem Statement
2.Project Overview
3.End Users
4.Our Solution and Proposition
5.Dataset Description
6.Modelling Approach
7.Results and Discussion
8.Conclusion

PROBLEM STATEMENT

DUE TO HEAVY SALES THEY ARE UNABLE TO TRACK

- **WHICH MANAGER DID MOST SALE ?**
- **WHICH MODE OF TRANSCTION HAPPENED THE MOST ?**
- **WHICH FOOD TIME HAD MOST NUMBER OF SALES ?**
- **BY WHICHFOOD CATEGORY THEY EARNED MORE ?**
- **HOW MUCH REVENUE GENERATED ?**

ANALYSIS OVERVIEW

THERE IS BRIEF ANLAYSIS OF HOW SALES HAPPENIG ,BY WHOM IT'S BEEN HAPPING,WHICH TIME,MODE OF TRANSACTION,FOOD PRODUCT AND HOW IT'S BEING REGULATED AND THEIR MOST GENERAL POSTION ON IT.

WHO ARE THE END USERS?

THE END USERS ARE ABSOULTLEY THE BUSINESS OWNER , HENCE THE DATA HERE GENERATED IS RELATED TO THE FINANCIAL POSTION AND THE MONETRY STATUS OF THE BUSINESS AND THEIR ANALYSIS TOO.

OUR SOLUTION AND ITS VALUE PROPOSITION

- WE HAD REVIWED THEIR DATA INCH BY INCH.
- PERCISELY ORDED THEM INTO THE FORMAT.
- CLEARLY ANALYSIED THEM.
- ORDERED THEM IN A PRORPER MANNER WITH ALONG ANS AMONGST DESCRIPTIONS.
- VALUED THEIR THE POSTION AND THEIR STATUS IN THEIR BUSINESS.
- FUULY ANLAYSIED THEIR GIVEN DATA AND VISUALIZING IN A PRESENTABLE MANNER.

Dataset Description

- ORDER ID
- DATE
- ITEM NAME
- ITEM TYPE
- PRICE
- QUANTITY
- AMOUNT
- TRANSACTION BY
- MANAGER
- TIME OF SALES

THE "WOW" IN OUR SOLUTION

WE USED ,

- TABLE
- SUMMARIZED THEM.
- USED PIVOT TABLE FOR VALUES.
- GRAPHS LIKE PIECHART,LINE AND BAR.

MODELLING

1. DATA MINNING :

THERE IS SO MANY DATA TO WE CAN SCROLL ON SO FIRST GO THROUGH AND GRASP THE CONTENT IT TO FURTHER PROCESS.

2 . FINDING DUPLICATE :

IT IS THE MOST PRIMARY AND NECESSARY PROCESS FOR VALIDATION.

3 . FILTERATION :

WE ALTERDED AND FILTERED DATA FOR PRECISNESS AND ACCURACY.

4. DATA CORRECTION :

A MAIN FUNCTION FOR AN ACCURATE RESULT IN ANAYSIS.

5. DATA TUBULATION :

TABLED THEM IN AN ORDER FOR EASY ACCESS AND FOR VISUVALIZATION.

6. VALUATION :

VALED THEIR QUANTITY AND AMOUNT TO FIND IT'S TOTAL,MINIMUM AND MAXIMUM

7. PIVOT TABLE :

USED PIVOT TABLE FOR SORTATON FOR ANALYSATION OF DATA.

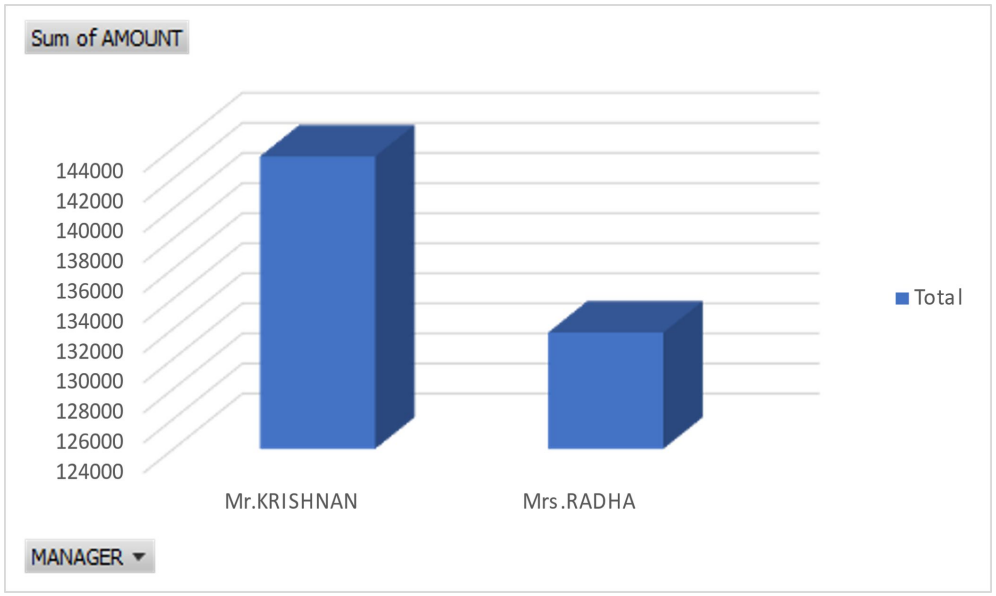
8. GRAPHS :

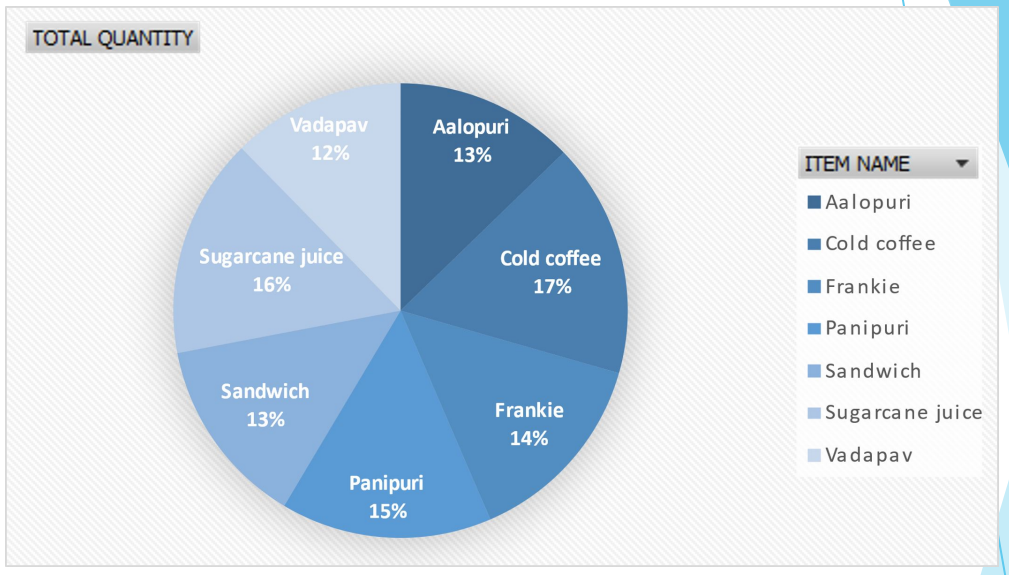
USED GRAPH FOR PICTORIAL REPRESENTATION OF DATA FOR CLEAR AND DETAILED ANYSIS.

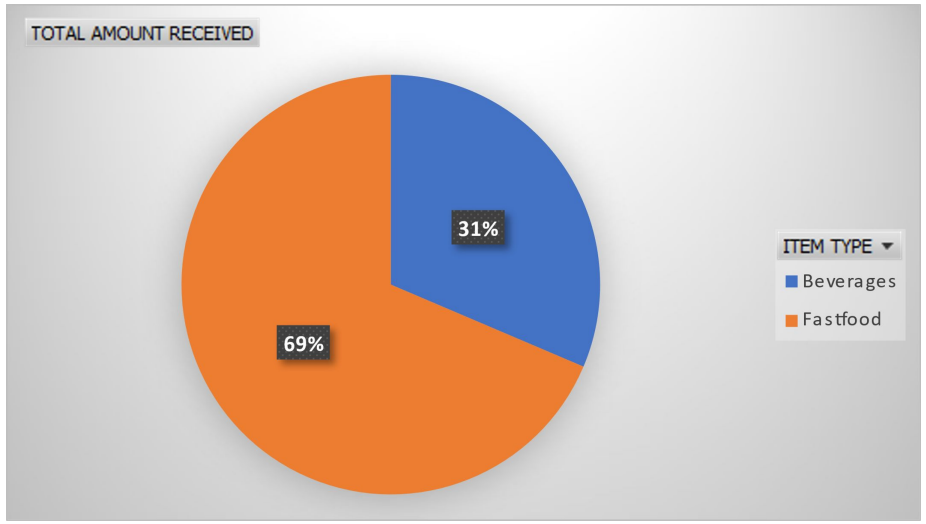
9. MANAGING ALL :

MANAGED AND REPLACED IN ORDER TO VIEW AND TO GRASP THE CONTENT EASLIY.

RESULTS


Sum of AMOUNT
144000
142000
140000
138000
136000
134000
132000
130000
128000
126000
124000
Mr.KRISHNAN
Mrs.RADHA
Total
MANAGER


TOTAL QUANTITY
Aalopuri 13%
Cold coffee 17%
Frankie 14%
Panipuri 15%
Sandwich 13%
Sugarcane juice 16%
Vadapav 12%
ITEM NAME
Aalopuri
Cold coffee
Frankie
Panipuri
Sandwich
Sugarcane juice
Vadapav


TOTAL AMOUNT RECEIVED
31%
69%
ITEM TYPE
Beverages
Fastfood

conclusion

MANAGERS	Sum of AMOUNT
Mr.KRISHNAN	143440
Mrs.RADHA	131730
Grand Total	**275170**

ITEMS	TOTAL QUANTITY
Aalopuri	1041
Cold coffee	1361
Frankie	1150
Panipuri	1226
Sandwich	1097
Sugarcane juice	1278
Vadapav	1006
Grand Total	**8159**

ITEM TYPE	TOTAL AMOUNT RECEIVED
Beverages	86390
Fastfood	188780
Grand Total	**275170**