

## Sales Dashboard | Requirements

### Dashboard Purpose

The purpose of sales dashboard is to present an overview of the sales metrics and trends in order to analyze year-over-year sales performance and understand sales trends.

### Key Requirements

#### KPI Overview

Display a summary of total sales, profits and quantity for the current year and the previous year.

#### Sales Trends

- Present the data for each KPI on a monthly basis for both the current year and the previous year.
- Identify months with highest and lowest sales and make them easy to recognize.

#### Product Subcategory Comparison

- Compare sales performance by different product subcategories for the current year and the previous year.
- Include a comparison of sales with profit.

#### Weekly Trends for Sales & Profit

- Present weekly sales and profit data for the current year.
- Display the average weekly values.