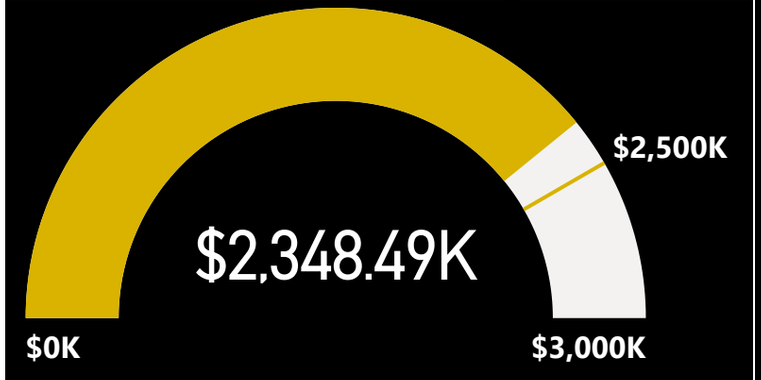
Requirements for reports

1. Perform analyzing on dataset of Walmart Store
2. Show total number of Customers, Sales, Quantity sold and Revenue.
3. Show total sales achieved by store vs target
4. Show Total sales by category , segments , regions
5. Top products of sales as per profit and order quantity
6. Overall sales on weekdays and weekend
7. Total customers by country, segment, category and subcategories
8. Top 1 customer by sales
9. Top 1 customer by quantity
10. Sale on month on month , year on year and YTD Growth
11. Perform KPI to show sales tread axis.

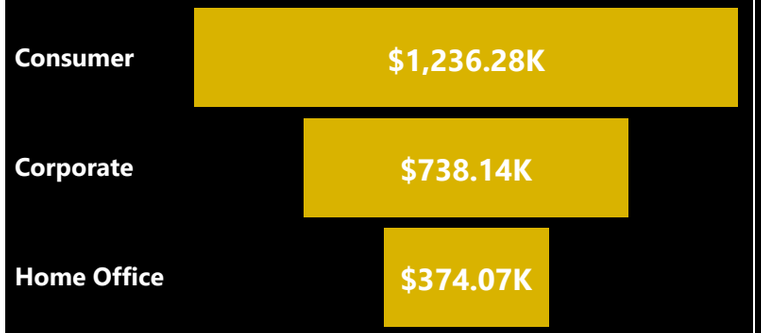
ANALYSIS OF SALES DATA

$2,348.49K	30K	$283.24K	792
Total Sales	Total Quantity	Total Profit	Total Customers

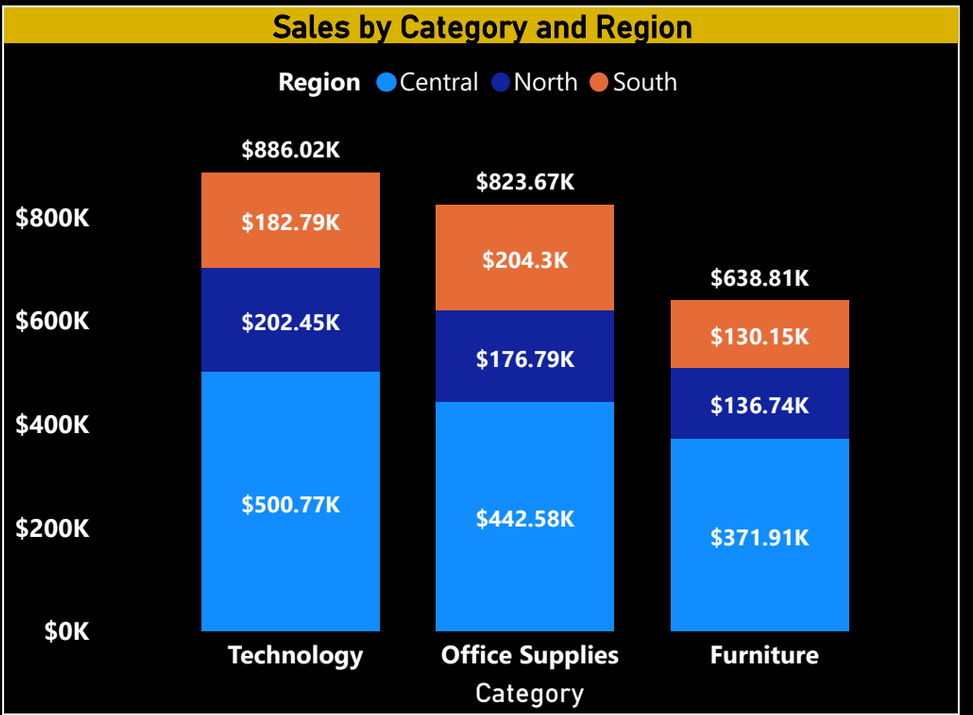
Sales Achived Vs Traget



Sales by Segment



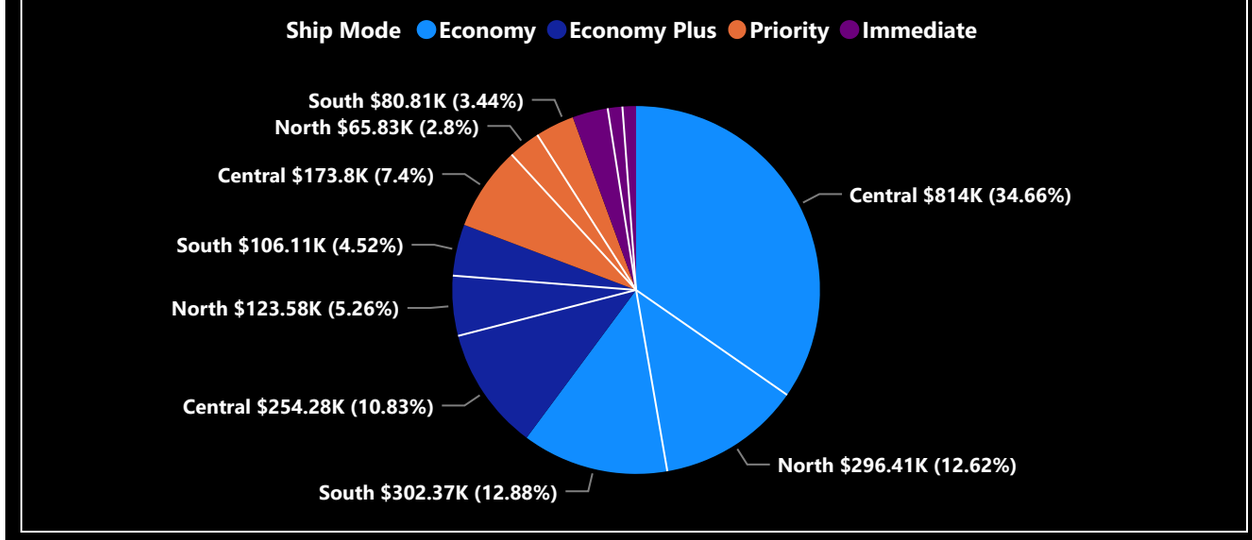
Sales by Category and Region



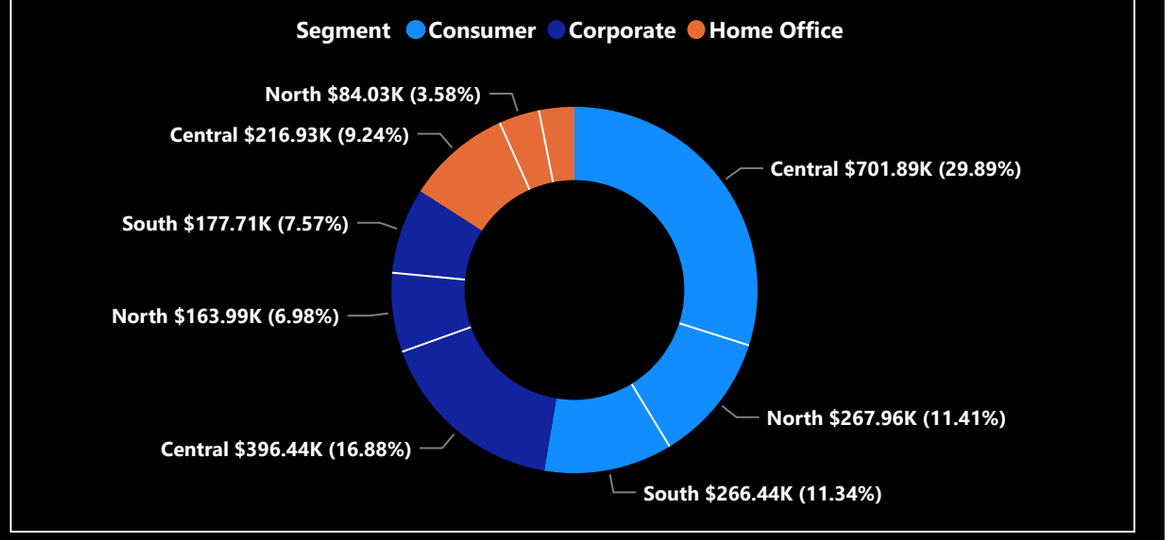
Country

Select all	Netherlands
Austria	Norway
Belgium	Portugal
Denmark	Spain
Finland	Sweden
France	Switzerland
Germany	United Kingdom
Ireland	
Italy	

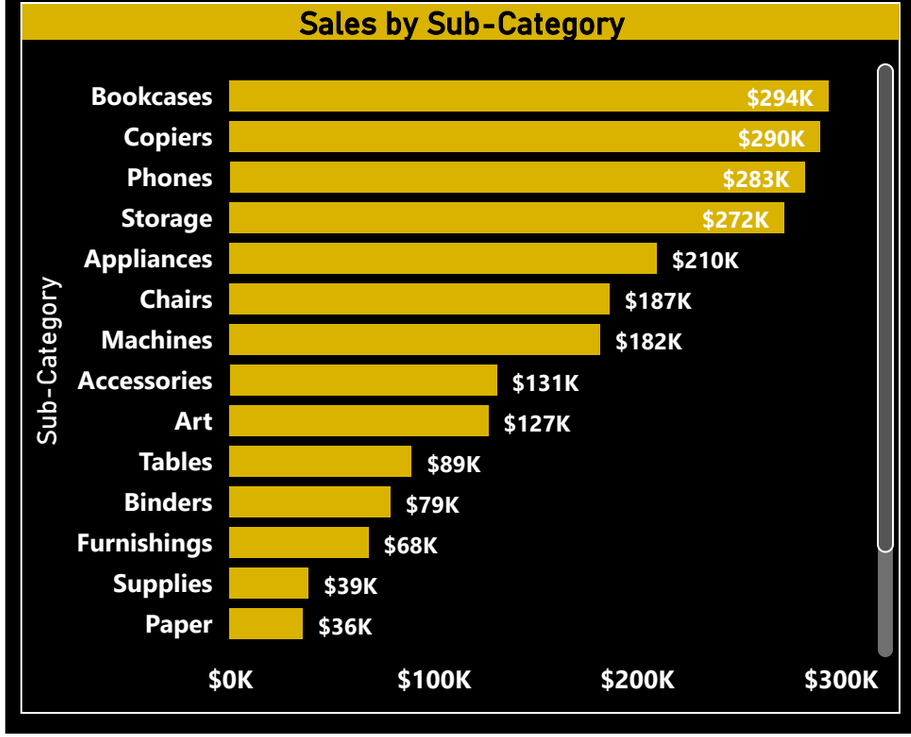
Sales by Ship Mode and Region



Sales by Segment and Region



Sales by Sub-Category



Top 1 Product by Profit

Nokia Smart Phone, Full Size

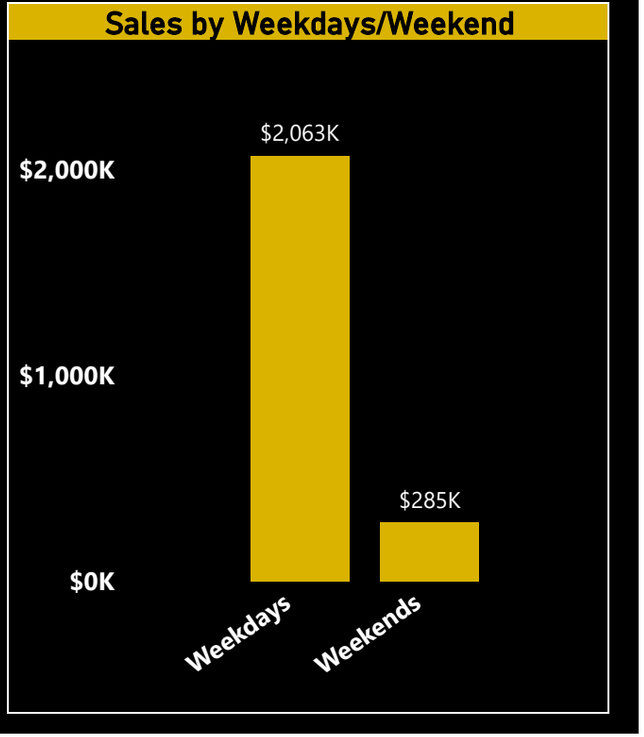
Top 1 Product by Quantity

Dania Corner Shelving, Traditional

Total Revenue

$11.98M

Sales by Weekdays/Weekend



2348.49K	755.03K	83.09K	60.45K	630.22K
Total Sale	YTD Sales	MTD sales	LY MTD sale	LY YTD sales

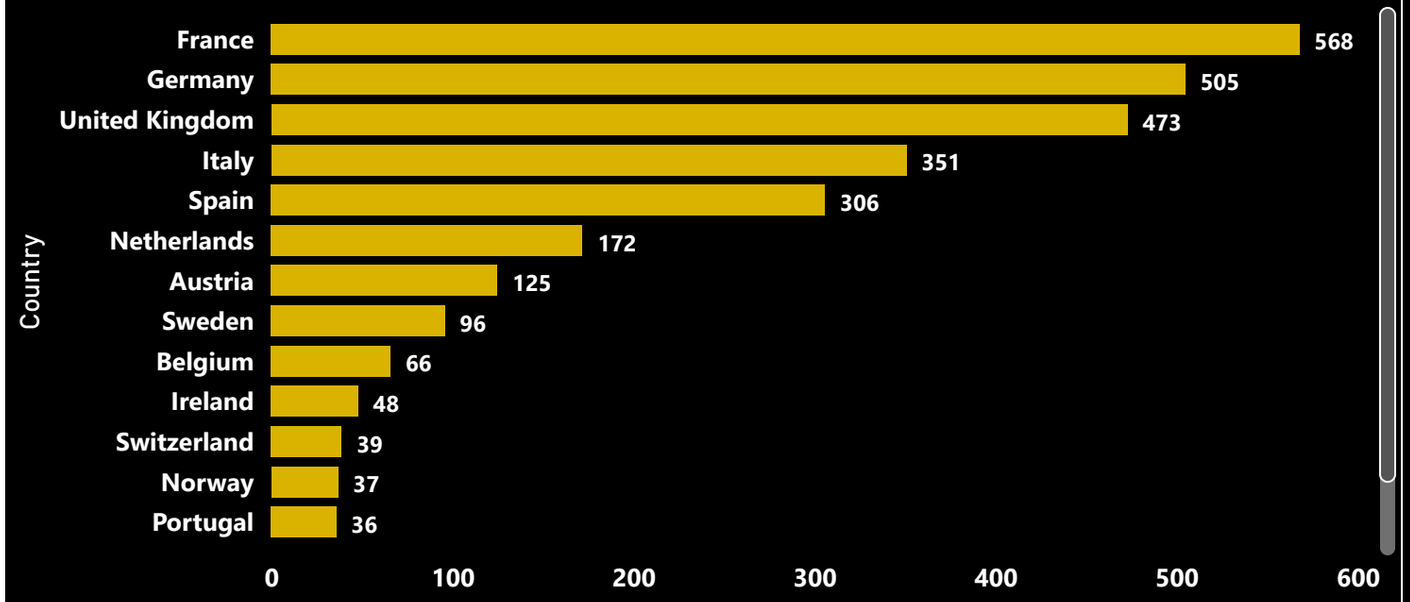
Total Sales by Country

Country	Total Sale	YTD Sales	LY YTD sales	MTD sales	LY MTD sale	YTD Growth %
Norway	20529	12887	3898		508	230.61%
Sweden	30490	15588	5821	3474	75	167.79%
Belgium	42320	16242	6659	4222	1283	143.91%
Ireland	15998	6582	3580	703	452	83.85%
Italy	252742	90263	68848	6709	5118	31.10%
Germany	488681	150812	117305	15512	11213	28.56%
United Kingdom	420497	131943	106724	10444	8112	23.63%
France	609693	198260	166661	27235	19047	18.96%
Austria	79382	22777	21939	114	1757	3.82%
Spain	249402	77158	80195	6629	10865	-3.79%
Netherlands	70313	19492	20310	3207	1922	-4.03%
Denmark	7763	2758	3612	527		-23.64%
Switzerland	24874	7310	9825	3442		-25.60%
Portugal	15106	1824	8759	870	94	-79.18%
Finland	20702	1134	6088			-81.37%
Total	2348492	755030	630224	83088	60446	19.80%

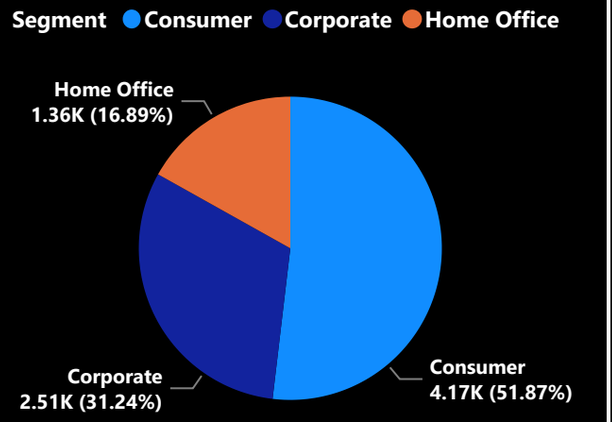
Total Sales By Region and Segment

Region	Total Sale	YTD Sales	LY YTD sales	MTD sales	LY MTD sale	YTD Growth %
North	515979	170892	129723	15148	9147	31.74%
Corporate	163991	66960	31736	5962	452	110.99%
Home Office	84033	29303	27049	2312	3151	8.33%
Consumer	267955	74629	70938	6874	5544	5.20%
Central	1315263	414893	342699	53732	35222	21.07%
Consumer	701892	217420	176227	28637	19308	23.37%
Corporate	396437	128642	106502	17117	7672	20.79%
Home Office	216934	68831	59970	7978	8242	14.78%
South	517250	169245	157802	14208	16077	7.25%
Consumer	266435	92052	67001	11505	4846	37.39%
Home Office	73106	24253	25513	1326	2369	-4.94%
Corporate	177709	52940	65288	1377	8862	-18.91%
Total	2348492	755030	630224	83088	60446	19.80%

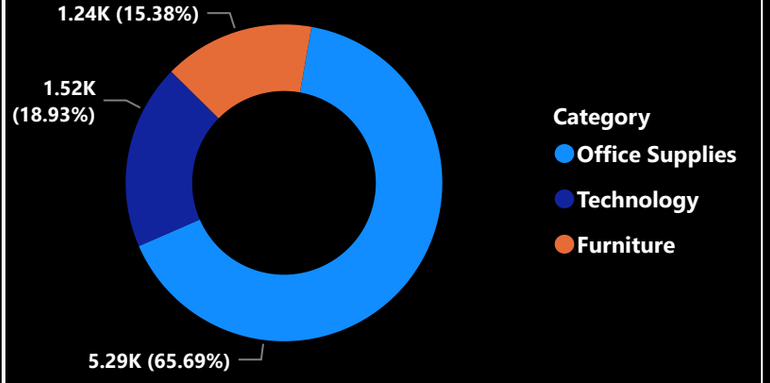
Count of Customer Name by Country



Count of Customer Name by Segment



Count of Customer Name by Category



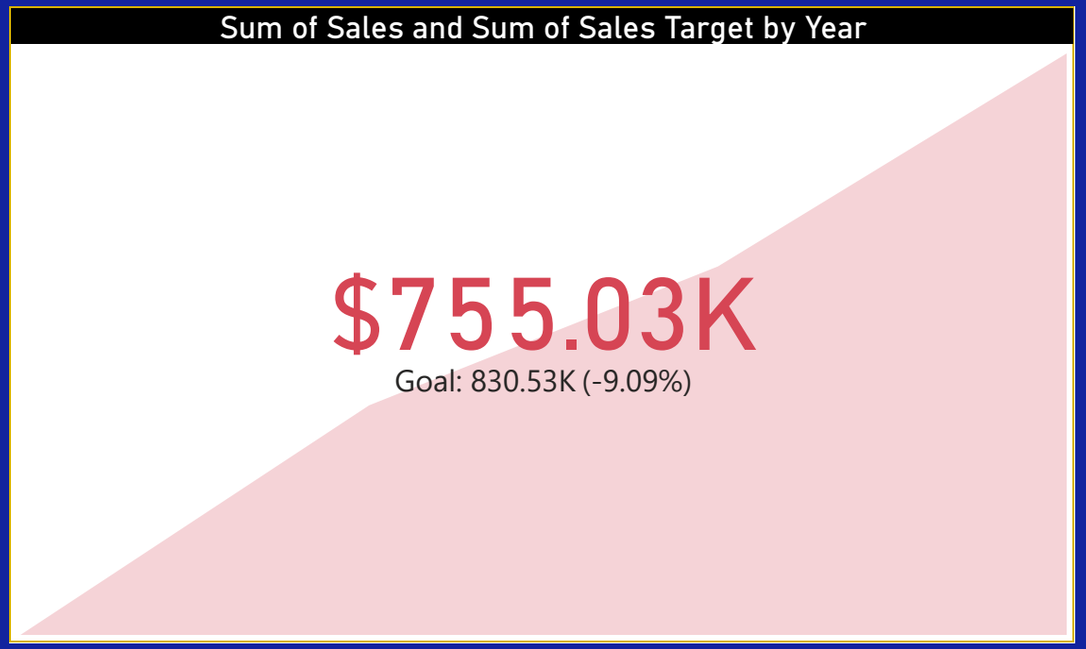
Top 1 Customer by Sale

Angie Massengill

Top 1 Customer by Quantity

Summer Hayward

Customer Name	Sum of Quantity	Sum of Sales
Summer Hayward	167	$6,120
Joel Peters	137	$10,477
Lola Hughes	127	$13,191
Jose Gambino	124	$6,824
Isaac David	110	$11,271
Bettie Lang	108	$10,466
Alexandra Macdonald	106	$7,385
Owen Howell	106	$4,316
Ella Dwyer-Gray	105	$6,891
Angie Massengill	102	$16,146
Elijah Sodeman	101	$9,689
Lori Miller	100	$7,214
Archer Hort	99	$5,629
Chloe Miller	98	$6,958
Mark Washington	98	$7,846
Michael Watkins	97	$6,977
Audrey Knowles	96	$10,363
Tia Metcalfe	96	$7,223
Ella Knopwood	95	$3,086
Kayla Tearle	90	$6,637
Maynard Moorman	90	$6,148
Peter Daly	90	$7,804
Lilly Le Grand	88	$9,962
Minnie Cash	88	$3,392
Bryce Efird	87	$6,600
Ella Troy	87	$6,126
Thomas Thompson	87	$8,196
Evie Flockhart	85	$4,526
Total	**30491**	**$23,48,492**



1. Sum of Sales started trending up on 2011, rising by 82.22% ($3,40,672) in 3 years.

2. At $23,48,492, Sum of Sales is currently only 9.09% away from the target goal of $25,83,341.2.