

Power BI & SQL Project – Sales Analysis

Business Demand

- Reporter: Sales Manager
- Value of Change: Visual Dashboards and Improved Sales Reporting
- Systems: Power BI, SQL
- Others: Separated data for Sales Budget in Excel file

User Stories

No.	As a (role)	I want (request)	So I can (user value)	Acceptance Criteria
1	Sales Manager	A dashboard overview of Internet sales	Follow best-seller products and customers	A Power BI dashboard with general information
2	Sales Manager	A dashboard overview of Internet sales	Follow sales over time against budget	A Power BI dashboard with graphs and KPIs compared against budget
3	Salesperson	A detailed overview of Internet sales per Customers	Follow up potential customers	A Power BI that allows me to filter data for each customer
4	Salesperson	A detailed overview of Internet sales per Products	Follow up best-seller products	A Power BI that allows me to filter data for each product