



Analysing Motorcycle Sales with SQL & Tableau

Background

You're working for a company that sells motorcycle parts, and they've asked with some help in analyzing their sales data.

They operate three warehouses in the area, selling both retail and wholesale. They offer a variety of parts and accept credit card, cash, and bank transfer as payment methods. However, each payment type incurs a different fee.

The board of directors want to gain a better understanding of wholesale revenue by product line, and how this varies month-to-month and across warehouses. You have been tasked with calculating net revenue for each product line, grouping results by month and warehouse. The results should be filtered so that only "Wholesale" orders are included.

SQL Query

```
SELECT product_line,
       CASE WHEN EXTRACT(month FROM date) = 6 THEN 'June'
            WHEN EXTRACT(month FROM date) = 7 THEN 'July'
            WHEN EXTRACT(month FROM date) = 8 THEN 'August'
            END AS month,
       warehouse,
       ROUND(SUM(total * (1 - payment_fee))::numeric, 2) AS net_revenue
FROM sales
WHERE client_type = 'Wholesale'
GROUP BY product_line, warehouse, month
ORDER BY product_line, month, net_revenue DESC
```

	product_line	month	warehouse	net_revenue
0	Breaking system	August	Central	3009.1
1	Breaking system	August	West	2475.71
2	Breaking system	August	North	1753.19
3	Breaking system	July	Central	3740.94
4	Breaking system	July	West	3030.39
5	Breaking system	July	North	2568.55
6	Breaking system	June	Central	3648.14
7	Breaking system	June	North	1472.93
8	Breaking system	June	West	1200.64
9	Electrical system	August	North	4673.99

Table Chart << < 1 of 5 > >> Rows per page 10 48 rows

Dashboard

https://public.tableau.com/app/profile/louise.heaney/viz/MotorcycleSales_16816572303130/Dashboard2

