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Sales Overview

Product

Customer

Sales Agent

FUTURE RETAILER SALES DASHBOARD

 Product

Order Date

10/1/2022

12/31/2022

Product Category

All

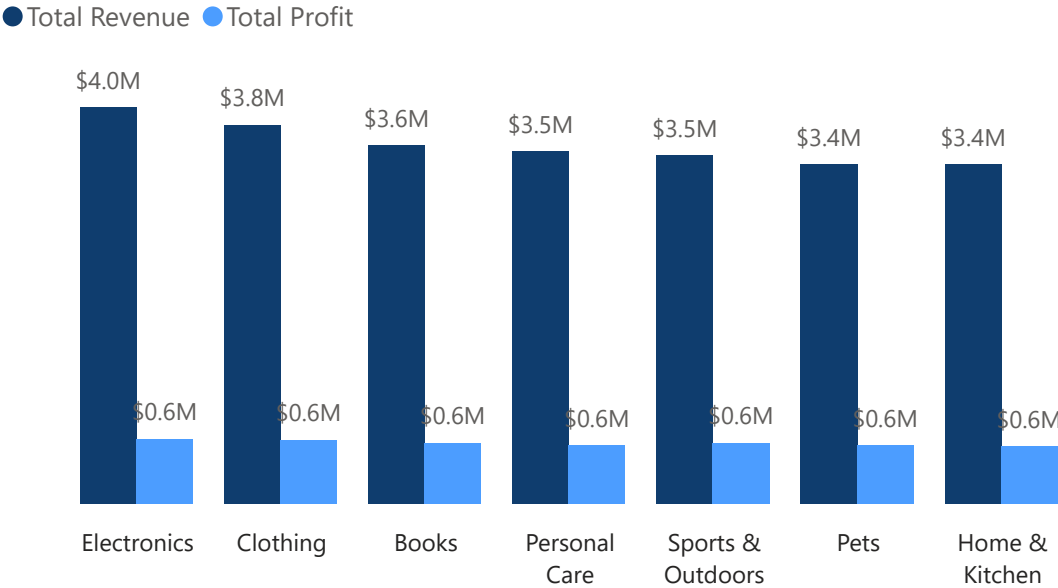
Sales Agent

All

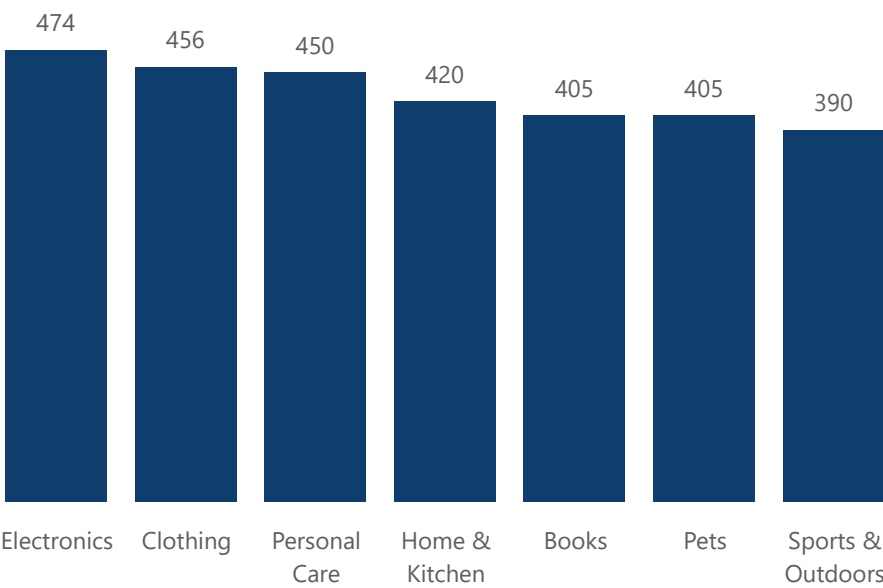
State

All

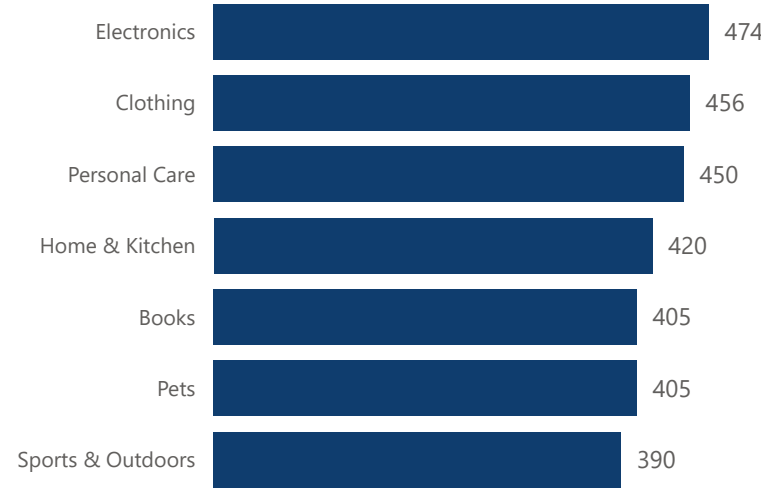
Total Revenue and Total Profit by Product Category



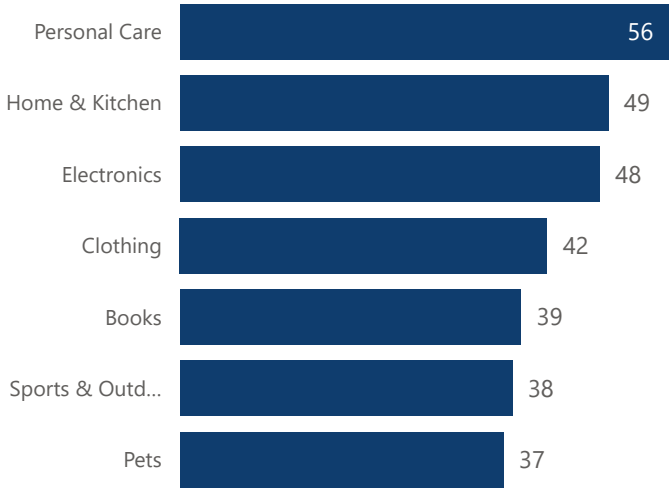
Total Order by Product Category



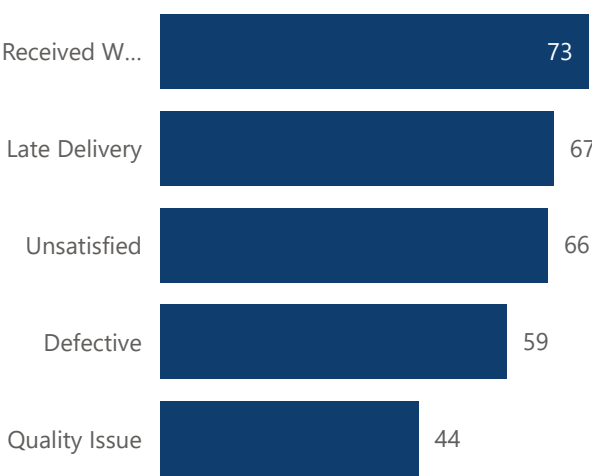
Number of Orders by Product Category



Number of Cancelled Orders by Product Category



Number of Cancelled Orders by Return Reason



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Customer

Order Date

10/1/2022

12/31/2022

Product Category

All

Sales Agent

All

State

All

Sales Overview

Product

Customer

Sales Agent

Number of Customers and Cancelled by Month

Number of Customers

Number of Cancelled Customers

998

103

998

94

998

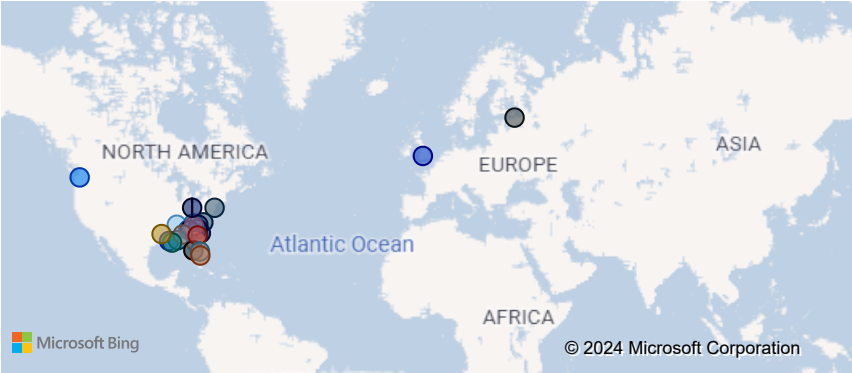
112

December

November

October

Number of Customer by City and Postal Code



Number of Customer by State

LA

AL

SC

NC

FL

GA

179

178

164

162

160

155

Number of Customer by Product Category

Electronics

Clothing

Personal Care

Home & Kitch...

Books

Pets

Sports & Out...

158

152

150

140

135

135

130

Top 20 Customer Cancelled Quality Ordered

Sabrina C...

Alaya Col...

Shiloh M...

Abraham...

Ian Cherry

Layla Fos...

35

34

33

32

32

31

Top 20 Customer by Revenue

Abel Bent...

Mckenzie...

Blake Vega

Michelle ...

Sullivan ...

Julian Wo...

Selah Ma...

\$67K

\$62K

\$58K

\$58K

\$58K

\$56K

\$53K

Clustering Customer by Total Revenue and Quanlity Ordered

Customer Cluster

Cluster1

Cluster2

Cluster3

Total Revenue

\$0K

\$50K

Sum of Quantity Ordered

0

20

40

60

80

FUTURE RETAILER SALES DASHBOARD



Sales Agent

Order Date

10/1/2022



12/31/2022



Product Category

All

Sales Agent

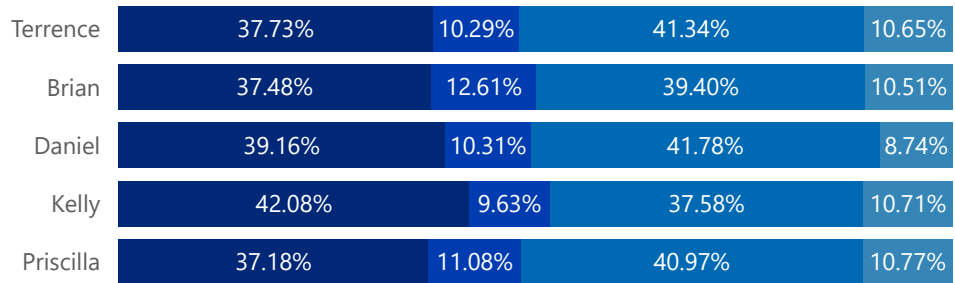
All

State

All

Order Status of Each Sales Agent

● Shipped
● In Transit
● Delivered
● Cancelled



Sales Agent	Count of Order ID	Count of Customer ID	Quantity Ordered	Total Revenue
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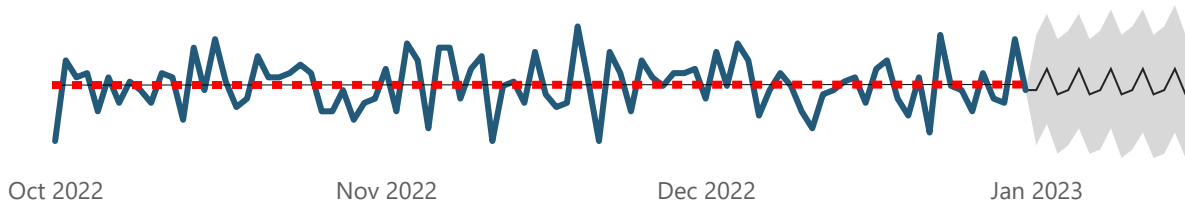
Priscilla	659	512	6906	\$5,770,105
Kelly	644	518	6804	\$5,456,448
Daniel	572	468	6016	\$4,858,436
Brian	571	463	6016	\$4,797,770
Terrence	554	442	5768	\$4,371,469

Total	3000	998	31510	\$25,254,228
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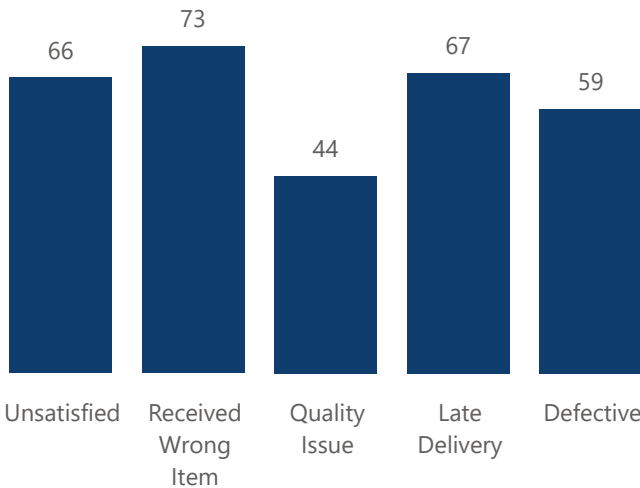
Successful Order Rate of Each Sales Agent

Month	Brian	Daniel	Kelly	Priscilla	Terrence
October	88.64%	90.15%	88.35%	89.43%	87.23%
November	89.37%	93.14%	91.51%	86.18%	93.65%
December	90.43%	90.72%	88.05%	92.09%	87.01%

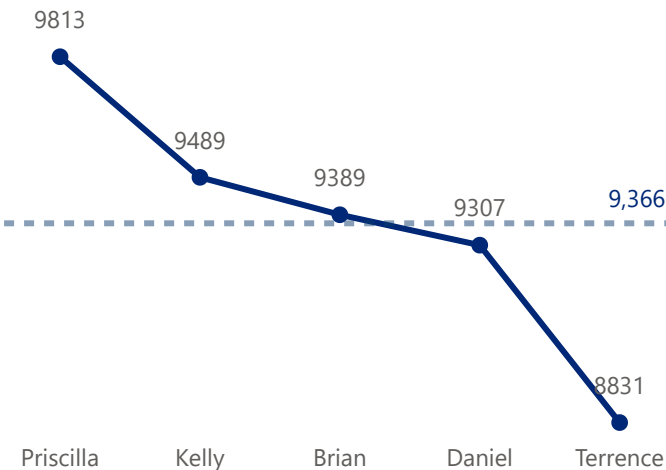
Forecast Number of Order



Number of Return by Return Reason



AOV of Each Sales Agent



Revenue & Profit of Each Sales Agent

