

FUTURE RETAILER SALES DASHBOARD

Sales Agent

Priscilla

Kelly \$5,456,448

Daniel

Brian \$4,797,770

Terrence \$4,371,469

\$4,858,436

\$5,770,105

Order Date 10/1/2022 12/31/2022

 \vee **Product Category** All \vee

 \vee Sales Agent ΑII \vee

State ΑII



Sales Overview

Product

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Customer

Sales Agent



AIESEC Sales Overview

Number of Order 3K **AOV 9.38K**

Revenue

\$25,254,228



Product Category ×

Clothing \$805,820

Electronics \$689,889

\$687,607

Books \$608,721

Personal Care \$542,848

\$542,533

Total Profit \$4.2M Margin 16.72%

 \times



Product Categories 7 Sales Agents 5



Number of State 6 Number of City 26

Total Orders and Cancelled Orders by Day of Week



Total Customers by Day of Week

| Month | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday | Total |
|----------|--------|---------|-----------|----------|--------|----------|--------|-------|
| December | 127 | 123 | 130 | 143 | 186 | 155 | 136 | 998 |
| November | 122 | 181 | 167 | 132 | 125 | 131 | 142 | 998 |
| October | 161 | 134 | 123 | 128 | 139 | 138 | 177 | 998 |
| Total | 354 | 377 | 369 | 351 | 383 | 357 | 387 | 998 |

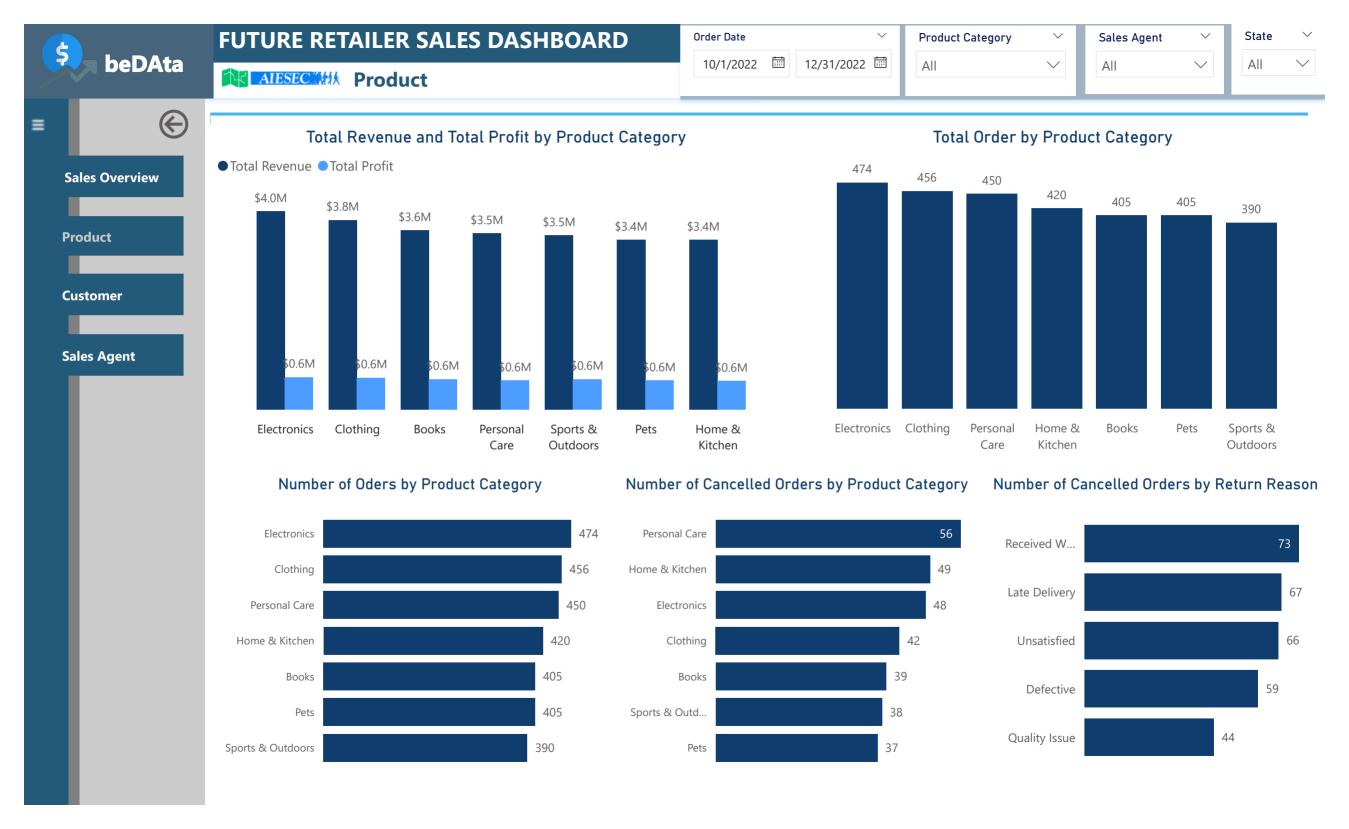
Total Profit by Date

Home & Kitchen **Sports & Outdoors**

\$0K Oct 2022

Nov 2022

Dec 2022





FUTURE RETAILER SALES DASHBOARD

Customer

Full Name

Product Category

All

Quantity

Sales Agent

All

Cancelled

Cancelled

State ×

Revenue

■ (

Sales Overview

Product

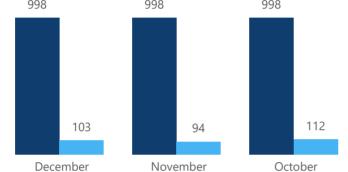
Customer

Sales Agent

Number of Customers and Cancelled by Month



AIESEC AI



Ordered Orders Quantity 1234 Clothina Lewis Hughes \$51,761 3 37 1235 Home & Kitchen 3 Ali Gomez 24 \$38,481 1236 Mila Beck Personal Care 3 20 \$18,959 1237 Ryleigh Juarez Personal Care 3 1 38 20 \$9,351 1238 Leonidas Preston Electronics 3 31 \$29,634 1239 Hayden Jacobs Home & Kitchen 3 17 \$3,886

Orders

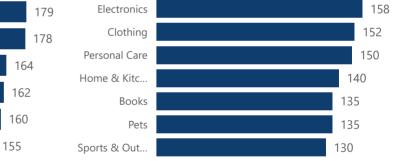
Top Category Product

Number of Customer by City and Postal Code



Number of Customer by State

Number of Customer by Product Category Electronics 158



Top 20 Customer Cancelled Quality Ordered

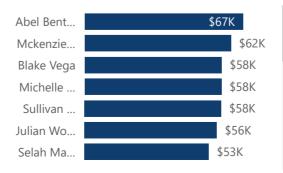


Top 20 Customer by Revenue

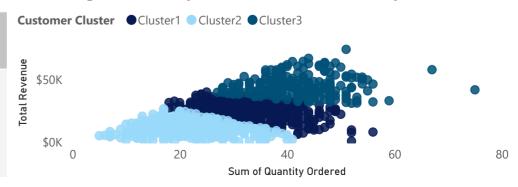
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Clustering Customer by Total Revenue and Quanlity Ordered





FUTURE RETAILER SALES DASHBOARD

AIESEC Sales Agent

Product Category

All

Sales Agent

All

State ×



Sales Overview

Product

≡

Customer

Sales Agent

Order Status of Each Sales Agent



| Sales Agent | Count of Order ID | Count of Customer ID | Quantity Ordered | Total Revenue ▼ |
|-------------|-------------------|----------------------|------------------|-----------------|
| 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 |

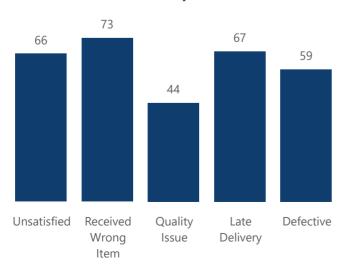
Successful Order Rate of Each Sales Agent

| ▼ Month | Brian | Daniel | Kelly | Priscilla | Terrence |
|-----------|--------|--------|--------|-----------|----------|
| ⊕ October | 88.64% | 90.15% | 88.35% | 89.43% | 87.23% |
| | 89.37% | 93.14% | 91.51% | | 93.65% |
| December | 90.43% | 90.72% | 88.05% | 92.09% | 87.01% |

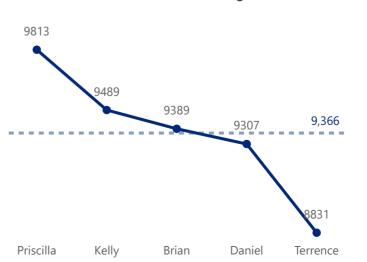
Forecast Number of Order



Number of Return by Return Reason



AOV of Each Sales Agent



Revenue & Profit of Each Sales Agent

