

# Employee Performance Dashboard

Employee Name

All

Job Title

All

Date

All

Region

All

Total Sales

\$1.27M

Units Sold

51K

Orders Processed

830

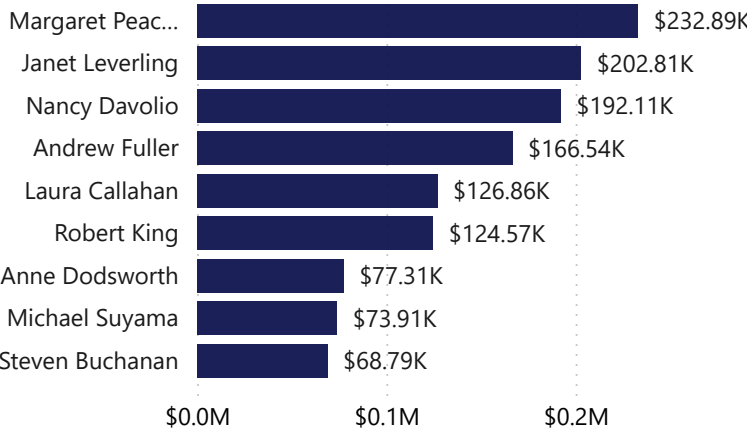
Avg Order Value

\$26

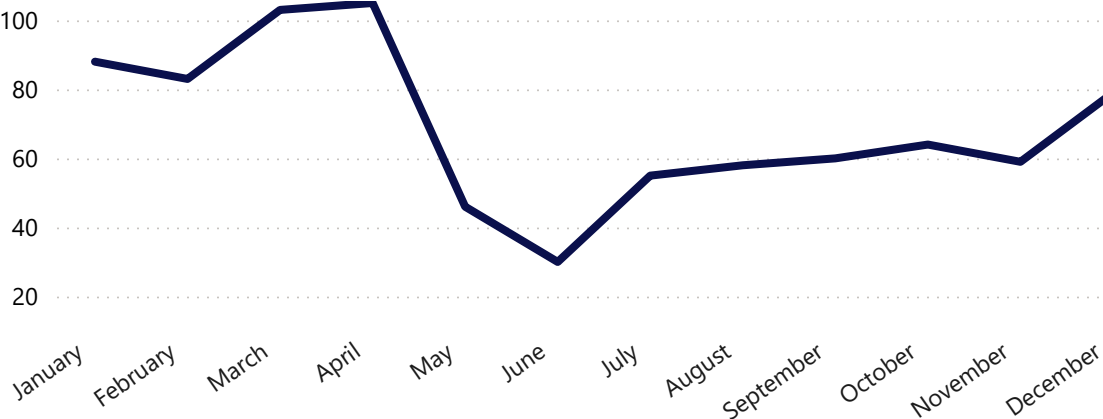
Order Processing Time (Days)

8

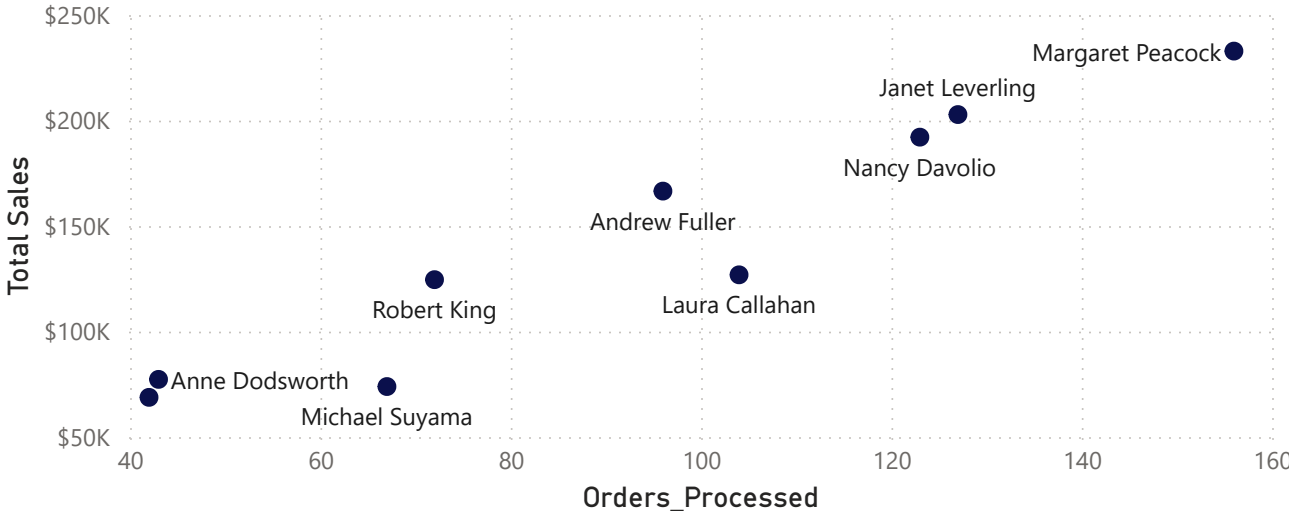
## Total Sales by Employee



## Order Volume Over Time



## Relation of Orders Processed & Total Sales by Employee



## Employee Performance Overview

Employee Name	Total Sales	Orders_Processed	Units Sold	Avg_order_value
Steven Buchanan	\$68,792	42	3036	\$25
Anne Dodsworth	\$77,308	43	2670	\$31
Michael Suyama	\$73,913	67	3527	\$22
Robert King	\$124,568	72	4654	\$30
Andrew Fuller	\$166,538	96	6055	\$29
Laura Callahan	\$126,862	104	5913	\$23
Nancy Davolio	\$192,108	123	7812	\$26
Janet Leverling	\$202,813	127	7852	\$27
Margaret Peacock	\$232,891	156	9798	\$26

Product Performance Dashboard

Supplier

All

Customer

All

Product Category

All

Date

All

Shipper

All

City

All

Country

All

Region

All

Total Sales  
\$1.27M

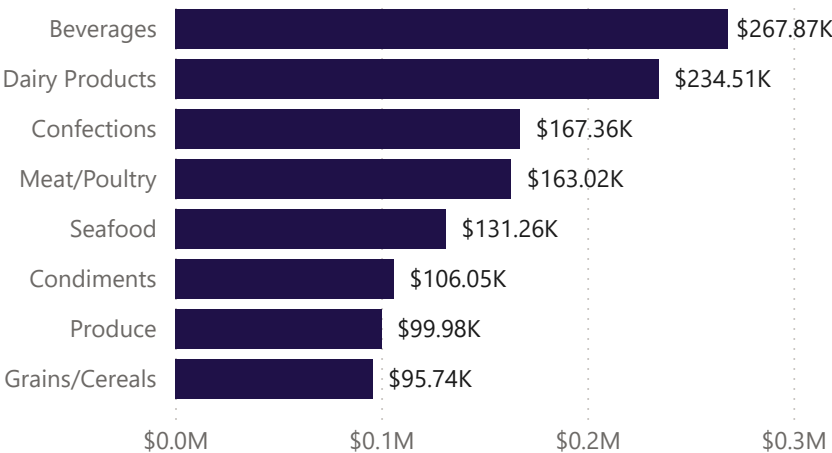
Units Sold  
51K

Avg Revenue Per Product  
\$16.44K

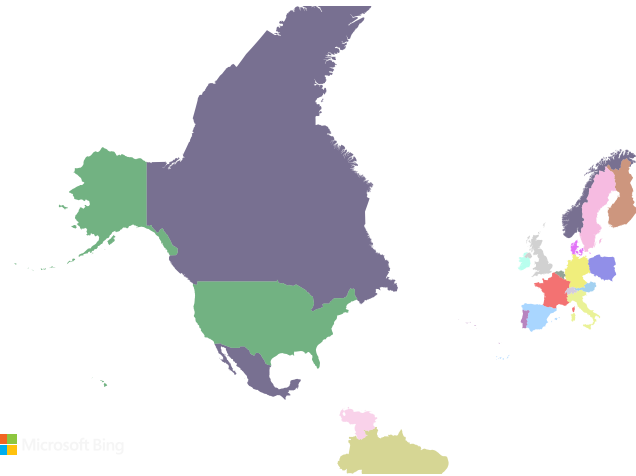
In Stock Units  
3119

Top Selling Product  
Côte de Blaye

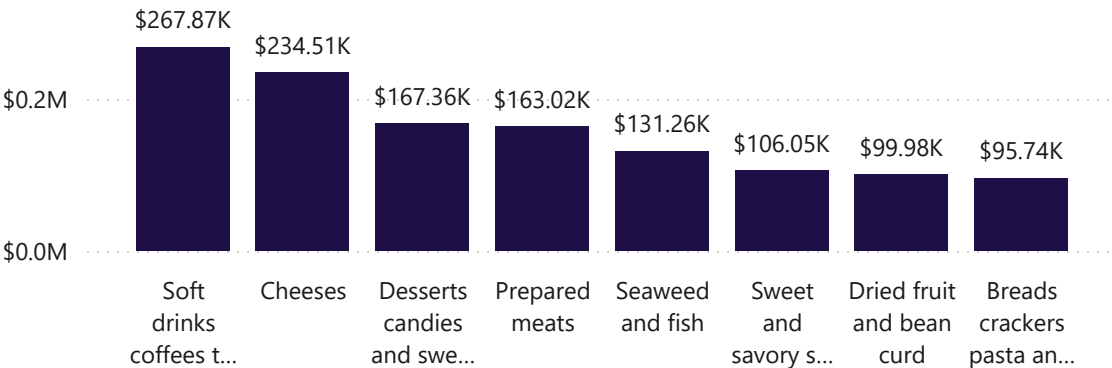
Total Sales by Product Category



Sales Distribution Country Wise



Total Sales by Sub Category



Product Performance Overview

productName	Total Sales	Units Sold	Instock Units	Units on Order
Côte de Blaye	\$141,397	623	17	0
Thüringer Rostbratwurst	\$80,369	746	0	0
Raclette Courdavault	\$71,156	1496	79	0
Tarte au sucre	\$47,235	1083	17	0
Camembert Pierrot	\$46,825	1577	19	0
Gnocchi di nonna Alice	\$42,593	1263	21	10
Manjimup Dried Apples	\$41,820	886	20	0
Alice Mutton	\$32,698	978	0	0
Carnarvon Tigers	\$29,172	539	42	0
Rössle Sauerkraut	\$25.697	640	26	0

# Operational Efficiency Dashboard

Supplier

All

Customer

All

Product Category

All

Date

All

Shipper

All

City

All

Country

All

Region

All

Total Sales

\$1.27M

Units Sold

51K

Order Fulfillment Time

8

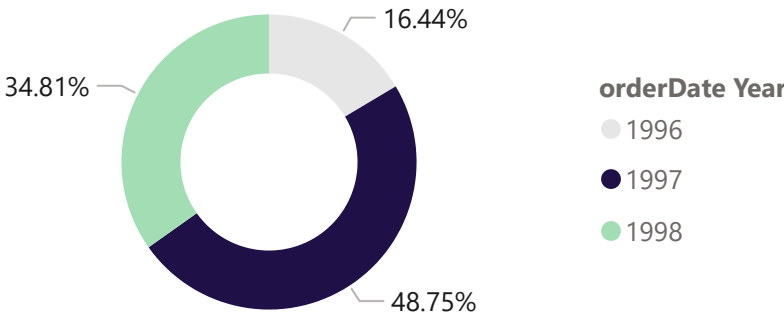
Inventory Turnover

1.27K

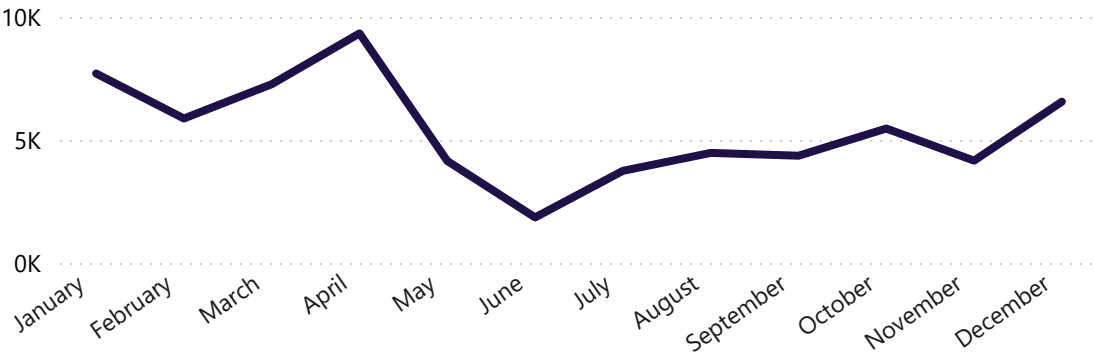
Shipping Cost Per Order

\$78.24

## Yearly Sales Distribution



## Shipping Cost Over Time



## Customers Overview

companyName	Units Sold	Total Sales
Alfreds Futterkiste	174	\$4,273
Ana Trujillo Emparedados y helados	63	\$1,403
Antonio Moreno Taquería	359	\$7,024
Around the Horn	650	\$13,391
Berglunds snabbköp	1001	\$24,928
Blauer See Delikatessen	140	\$3,240
Blondesddsl père et fils	666	\$18,534
Bólido Comidas preparadas	190	\$4,233
Bon app'	980	\$21,963
Bottom-Dollar Markets	956	\$20,802

## Supplier Performance Overview

companyName	OrderFulfillmentTime	Units on Order	Units Sold
Aux joyeux ecclésiastiques	8	0	1416
Bigfoot Breweries	8	0	1573
Cooperativa de Quesos 'Las Cabras'	8	30	1050
Escargots Nouveaux	8	0	534
Exotic Liquids	8	110	2213
Forêts d'érables	8	0	1686
Formaggi Fortini s.r.l.	8	110	2500
Gai pâturage	8	0	3073
G'day Mate	8	0	2108

# SMART BUSINESS RECOMENDATIONS

## Improve Underperforming Employee Sales:

**Specific:** Implement sales training for the 3 lowest-performing employees.

**Measurable:** Increase their average sales by 15%.

**Achievable:** Provide targeted training and mentorship.

**Relevant:** Boosts overall sales performance.

**Time-bound:** Within 6 months.

## Optimize Top-Selling Product Inventory:

**Specific:** Optimize inventory for the top 5 selling products.

**Measurable:** Reduce stock outs by 10% and decrease holding costs by 5%.

**Achievable:** Use real-time tracking and demand forecasting.

**Relevant:** Improves product availability and reduces costs.

**Time-bound:** Within 3 months.

## Reduce Order Fulfillment Time:

**Specific:** Decrease average order fulfillment time.

**Measurable:** Reduce fulfillment time from 8 to 6 days.

**Achievable:** Streamline order processing and optimize shipping.

**Relevant:** Improves operational efficiency.

**Time-bound:** Within 2 months.