

# Sales Dashboard

Designed By  
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01/01/2020  
Sales Start Date

31/05/2020  
Sales End Date

Summary

Product & Category

Sales Team & Stores

Sales Target

47

Products

\$44.37M

Total Sales

\$31.69M

Total Cost

\$12.7M

Profit

28.6%

% Profit Margin

## States by Sales, Cost, Profit

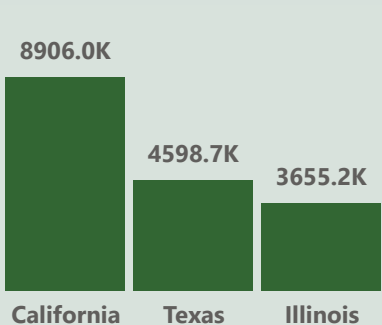
Ranking Option

3

Value

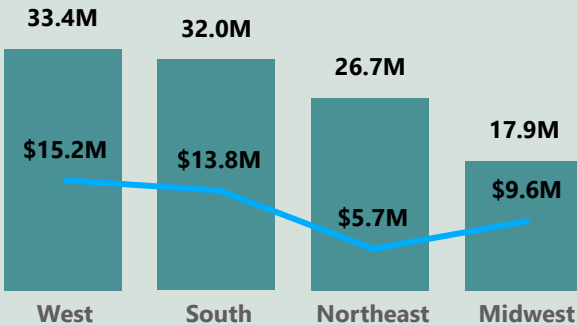
top

● Sales  
● Cost  
● Profit

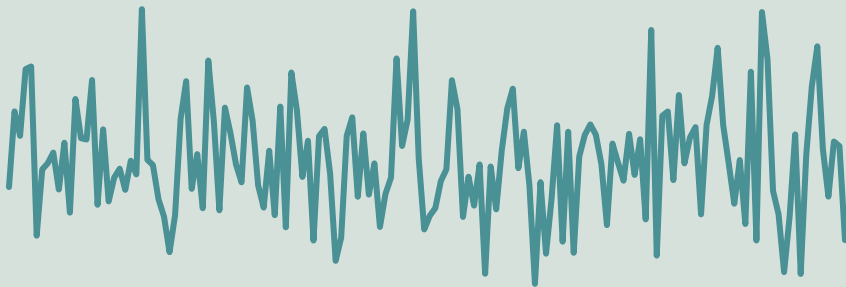


## Sales and population by region

● Population  
● Total Sales



## Sales by Date



Sales Dashboard

4

Sales Channels

9

Categories

47

Product

20K

Orders

110K

Sum of Order qty

Product Category 

▼

All 

▼

Product Name 

▼

All 

▼

Sales Channel 

▼

All 

▼

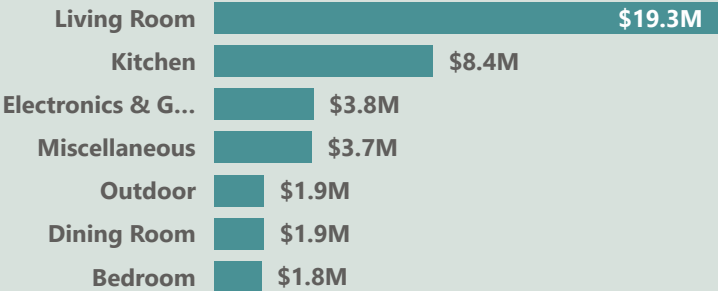
Summary

Product & Category

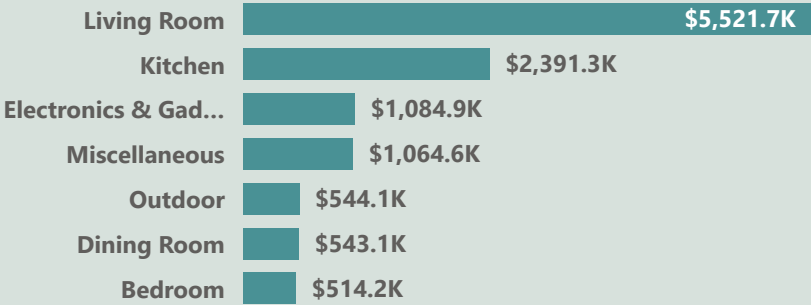
Sales Team & Stores

Sales Target

Sales by product category and name

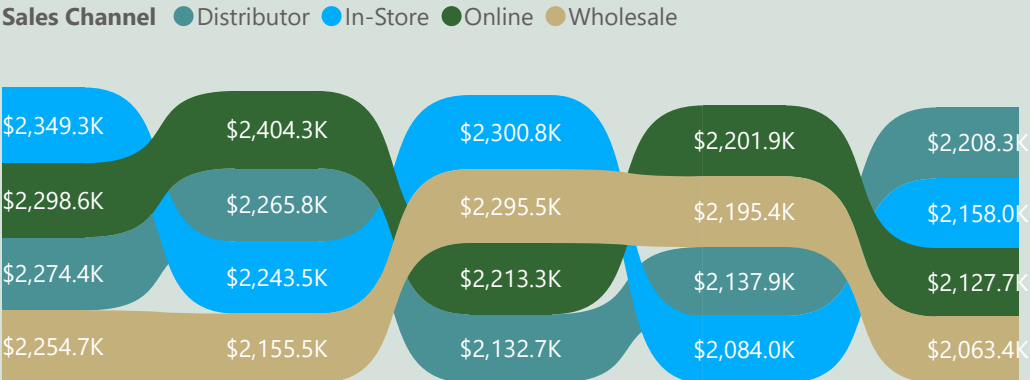


Profit by product category and name



Product Name	Product Category	Total Sales
Accessories	Miscellaneous	\$887.9K
Audio	Electronics & Gadgets	\$893.4K
Bakeware	Kitchen	\$876.0K
Bar Tools	Kitchen	\$897.2K
Baseball	Sports & Leisure	\$874.2K
Basketball	Sports & Leisure	\$893.0K
Bathroom Furniture	Bathroom	\$844.2K
Bean Bags	Living Room	\$969.7K
Bedroom Furniture	Bedroom	\$954.4K
Blankets	Bedroom	\$845.5K

Sales by month and channel



Sales Dashboard

110M

Population

367

Stores

28

Sales Team

2

TeamsWithZeroSale

4

Regions

Region

All

Sales Channel

All

Sales Team

All

Store

All

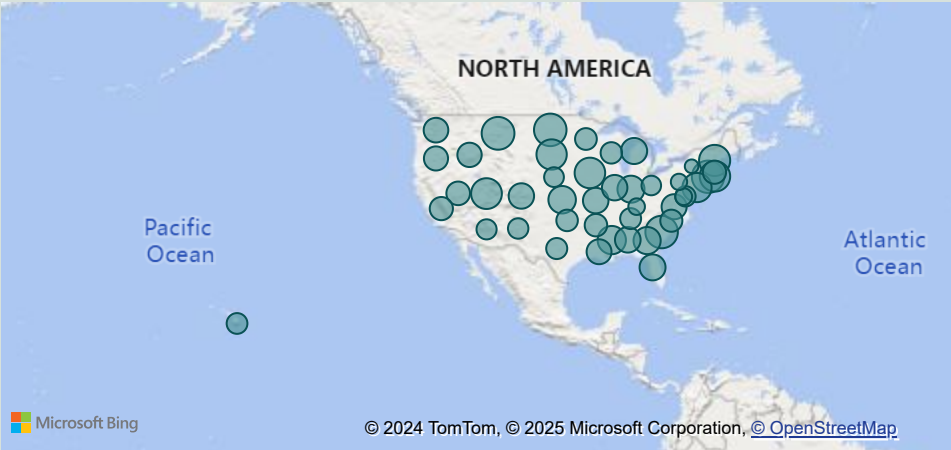
Summary

Product & Category

Sales Team & Stores

Sales Target

Sales and population per state



Team	Region	Channel	Sales	Profit
Samuel Fowler	Midwest	In-Store	\$340.7K	\$97.3K
Joshua Ryan	Midwest	In-Store	\$361.9K	\$103.4K
Adam Hernandez	Northeast	Distributor	\$368.9K	\$105.4K
Douglas Tucker	Midwest	Distributor	\$370.6K	\$105.9K
Chris Armstrong	Northeast	Wholesale	\$375.9K	\$107.4K
Roy Rice	Midwest	Distributor	\$379.0K	\$108.3K
Anthony Berry	West	Distributor	\$382.7K	\$109.3K
NODATA	West	Online	\$382.9K	\$109.4K
Stephen Payne	South	Distributor	\$385.2K	\$110.1K
Joshua Little	South	Online	\$386.3K	\$110.4K

Store	State	Sales	Profit	S/P
Raleigh	NC	\$74.5K	\$21.3K	16.52%
Palatine (Township)	IL	\$74.7K	\$21.4K	65.52%
Glendale	CA	\$77.4K	\$22.1K	38.49%
San Bernardino	CA	\$81.0K	\$23.1K	37.46%
Lowell	MA	\$81.0K	\$23.1K	73.18%
Naperville	IL	\$81.9K	\$23.4K	55.69%
Little Rock	AR	\$83.0K	\$23.7K	41.94%
Thousand Oaks	CA	\$83.1K	\$23.7K	64.23%
Rochester	MN	\$83.3K	\$23.8K	74.18%
San Angelo	TX	\$85.0K	\$24.3K	84.61%
Fremont	CA	\$86.9K	\$24.8K	37.41%
New Haven (Town)	CT	\$87.0K	\$24.9K	66.77%
Hillsboro	OR	\$87.6K	\$25.0K	85.57%
Carrollton	TX	\$88.3K	\$25.2K	66.27%
Coral Springs	FL	\$88.3K	\$25.2K	68.21%
Montgomery	AL	\$88.9K	\$25.4K	44.30%
Lakeland	FL	\$88.9K	\$25.4K	85.17%
Nashville	TN	\$89.4K	\$25.5K	13.16%
Spokane	WA	\$89.6K	\$25.6K	42.03%
Lafayette	LA	\$89.9K	\$25.7K	70.39%
Total		\$44,365.0K	\$12,675.7K	

Sales Dashboard

Month

All

Date

1/1/2020

5/31/2020

Summary

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Sales Target

Wednesday, January 01, 2020

Earliest Sales Date

Sunday, May 31, 2020

Latest Sales Date

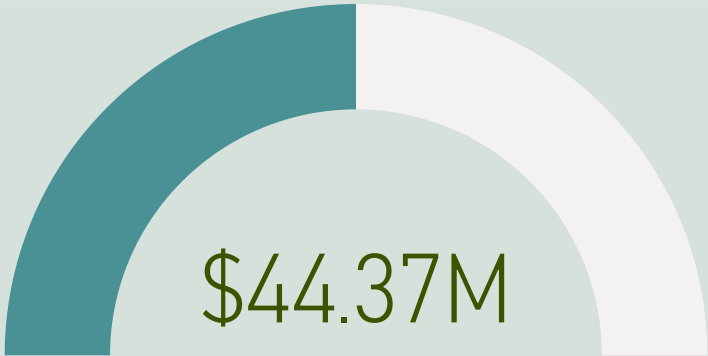
Total Sales and Monthly Target by Month

\$9.18M

Goal: \$9.05M (+1.42%)

Sales Days	Month	Total Sales	Monthly Target
31	January	\$9,069,088.50	\$9,048,130.72
31	March	\$8,942,370.86	\$9,048,130.72
31	May	\$9,177,056.77	\$9,048,130.72
30	April	\$8,619,195.53	\$8,756,255.53
29	February	\$8,557,316.37	\$8,464,380.35
152		\$44,365,028.02	

Total Sales and Monthly Target



Monthly sales vs target

