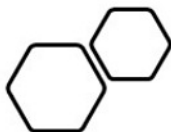


Salesperson and Product Performance	Sales Person Performance per Province	Gauteng Overview	Western Cape Overview	Sales Team Highlights	Product Perfomance per Customer, per Province	Best Sellers	Areas of Co..
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Mishan Phiri PHRMIS001

Salesperson and Product Performance per Province

Salesperon and Product Performance

Salesperson and Product Performance	Sales Person Performance per Province	Gauteng Overview	Western Cape Overview	Sales Team Highlights	Product Performance per Customer, per Province	Best Sellers	Areas of Co..
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This section shows total sales, its trend and forecast as a Time series. It can be specified to provinces. The table also shows performance of the Sales Team Quarterly for the whole company or province

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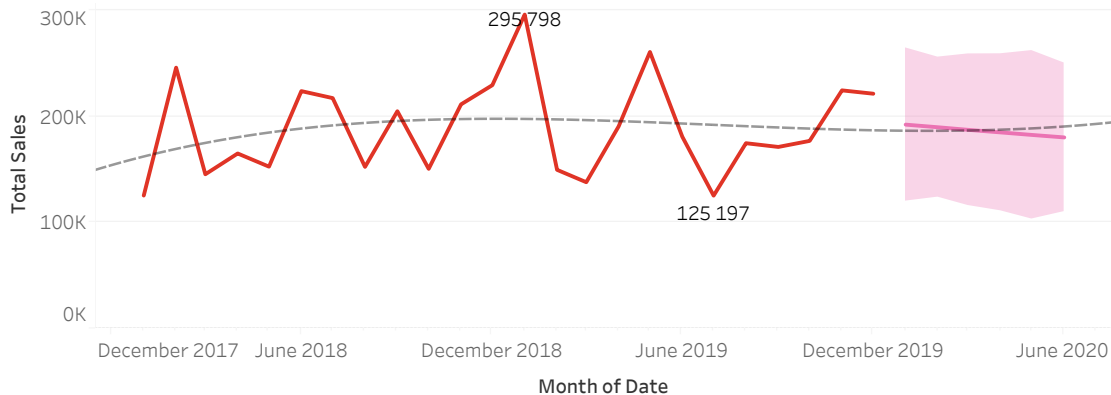
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Province	Total Sales	Forecast indicator
All	<div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div> Actual</div> <div><div></div> Estimate</div>
	2 788 145 260	

Total Sales



Salesperson performance per Quarter

Salesperson	2018				2019				Grand Total
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Benson, Meg	76 866	44 584	85 963	81 095	3 244				291 753
Kirsten, Dotty	30 410	43 861	36 482	67 637	60 281	85 403	54 754	24 725	403 553
Leon, Emily	47 949	57 023	35 921	46 229	67 096	2 788	40 503	30 216	327 725
Lucas, John	12 379			55 390	57 301	63 504	46 404	97 357	332 335
Malloy, Terri	40 237	79 155	73 006	17 538	63 344	51 250	43 975	18 189	386 693
Maynard, SSAn	56 053	92 821	84 884	55 782	42 123	37 871	21 072		390 606
McCullough, Scott		16 911	32 461	28 664	30 761	72 565	49 697	22 495	253 553
Norman, Rita	21 411	8 311	58 303	35 812	53 183	58 364	51 550	68 602	355 536
Owen, Robert	145 260	42 479	73 350	42 007	68 960	84 992	37 656	56 361	551 065
Ramey, Sam	72 527	63 393	37 085	75 773	44 992	77 545	93 780	114 804	579 898
Treigle, Norm	13 325	45 288	21 552	54 364	33 970	7 954	15 927	130 833	323 214
Warren, Leonard		47 275	35 126	30 637	57 896	89 444	15 554	58 802	334 734

Salesperon and Product Performance

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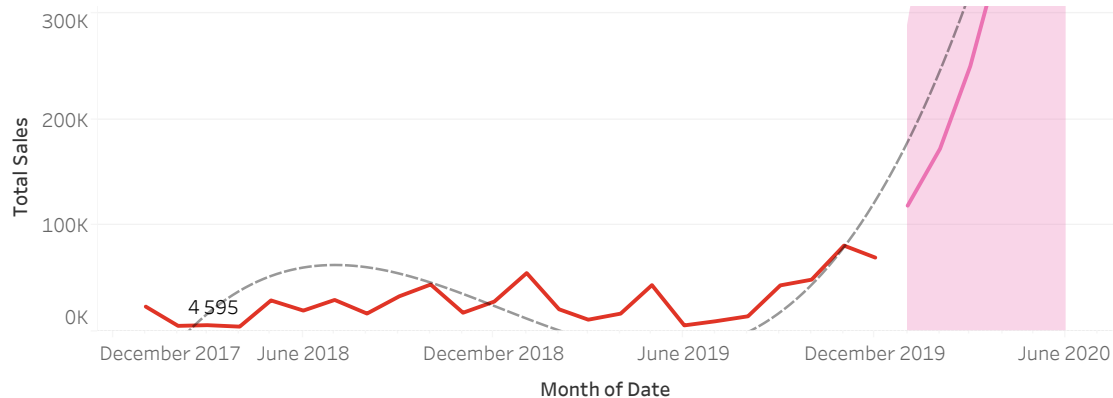
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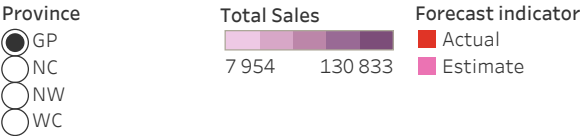
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Total Sales



Salesperson performance per Quarter

Salesperson	2018				2019				Grand Total
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Norman, Rita	21 411	8 311	58 303	35 812	53 183	58 364	51 550	68 602	355 536
Treigle, Norm	13 325	45 288	21 552	54 364	33 970	7 954	15 927	130 833	323 214
Grand Total	34 736	53 599	79 855	90 176	87 153	66 318	67 476	199 436	678 749



Salesperon and Product Performance

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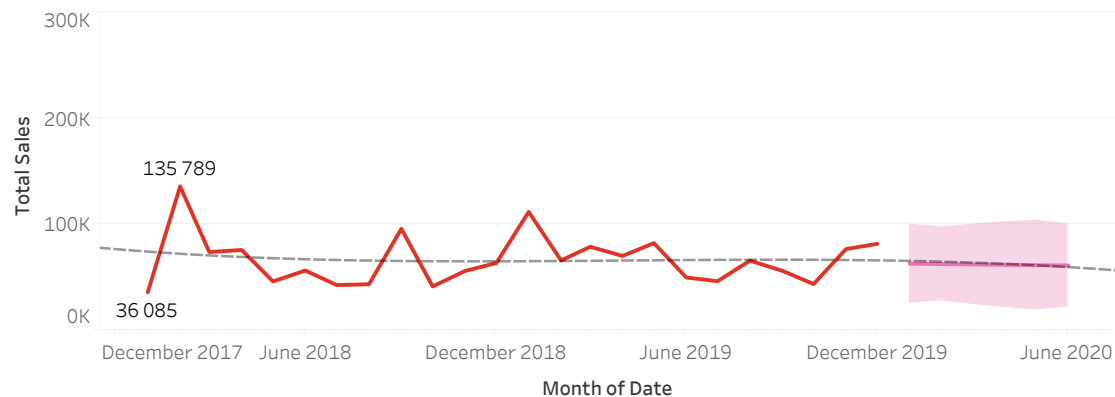
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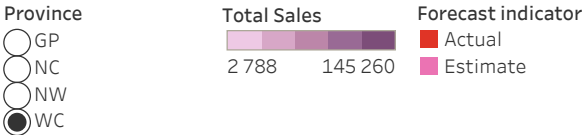
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Owen, Robert	145 260	42 479	73 350	42 007	68 960	84 992	37 656	56 361	551 065
Grand Total	245 824	178 657	182 277	161 164	256 701	202 534	168 537	202 124	1 597 818



Salesperon and Product Performance

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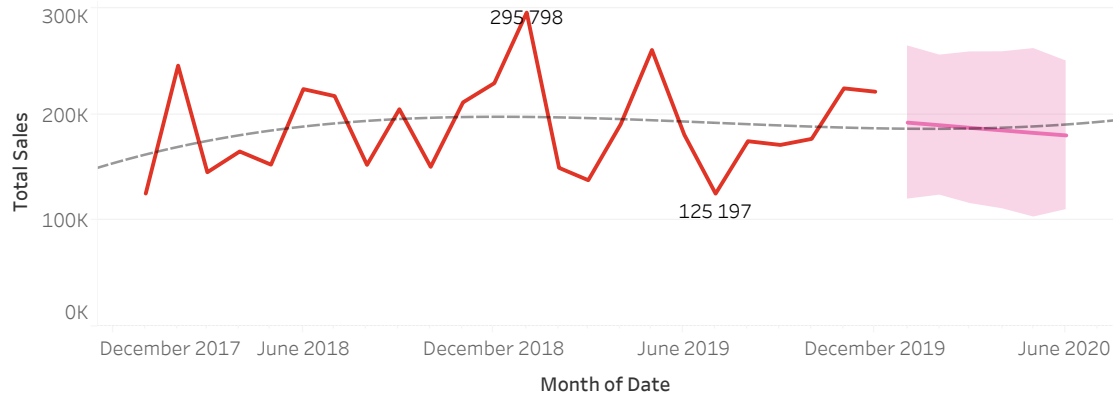
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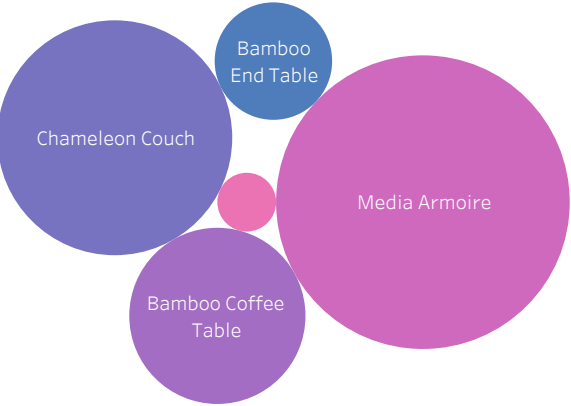
Province	Total Sales	Forecast indicator
All	2 788 145 260	Actual Estimate

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Product Sales Portion



This Section analyses the performance of each product in their respective Province and Each Customers purchasing habits. The Bar graph shows the quantity sold of each product and the minimum amount sold. The Packed Bubbles graphic serves as the filter as well as a visual representation of the portion of sales each product generates. To the right are the Grand Totals Tables.

Overview
Media Armoire is our most popular item with 3630 items sold from 2018 to 2019. It is most popular in the Northern Cape (NC). Its closest competitor is the Chameleon Couch and they are often the best sellers in a province for specific customers. It is evident that this business needs to refocus its advertisements and promotions on the bad performing products. The marketing strategy, functionality and design of the product must be reviewed. B&B Spaces take up the bulk of our sales. To encourage Other Customers to increase their sales, a loyalty program and/or bulk discounts can be introduced as incentives to buy more.

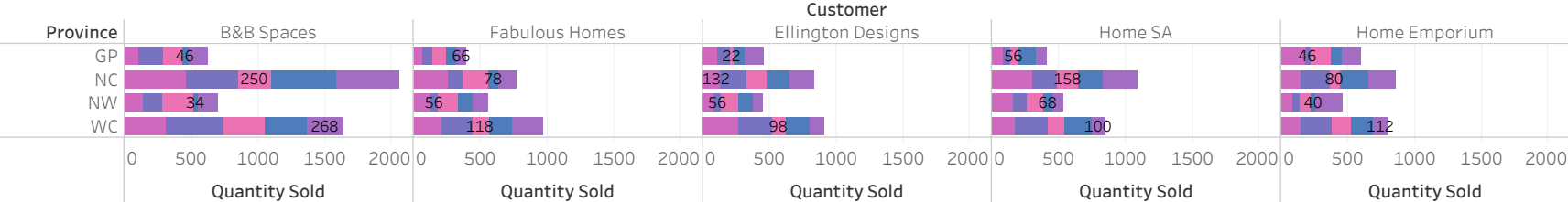
Province	
WC	5 186
NW	2 708
NC	5 614
GP	2 486

Customer Sales

Customer	
B&B Spaces	5 032
Ellington Designs	2 648
Fabulous Homes	2 694
Home Emporium	2 726
Home SA	2 894

Product	
Captain RecliNCr	
Media Armoire	
Bamboo Coffee Table	
Chameleon Couch	
Bamboo End Table	

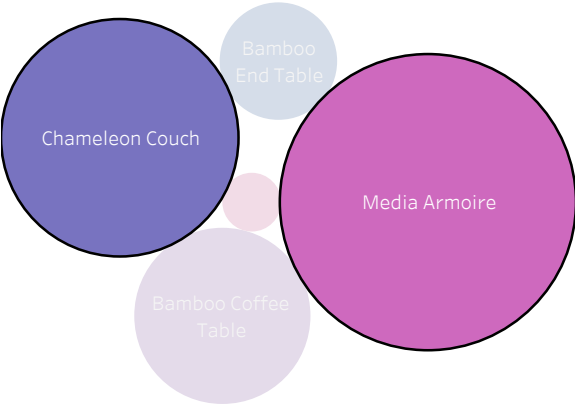
Product performance



Salesperon and Product Performance

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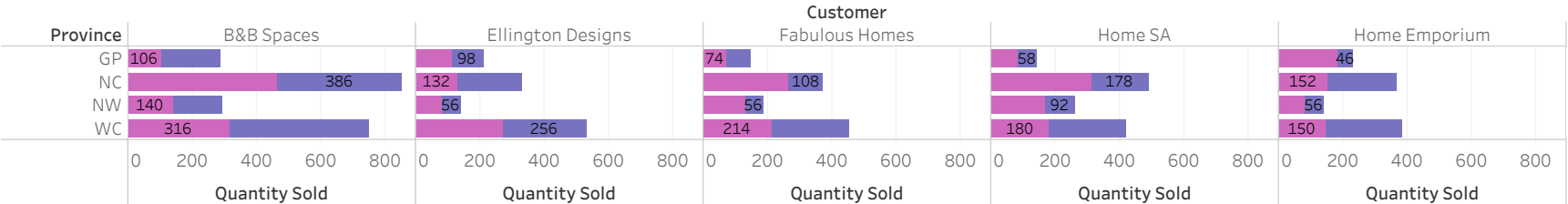
Province	
WC	2 534
NW	1 022
NC	2 410
GP	1 022

Customer Sales

Customer	
B&B Spaces	2 178
Ellington Designs	1 214
Fabulous Homes	1 160
Home Emporium	1 122
Home SA	1 314

Product	
Captain Recliner	
Media Armoire	
Bamboo Coffee Table	
Chameleon Couch	
Bamboo End Table	

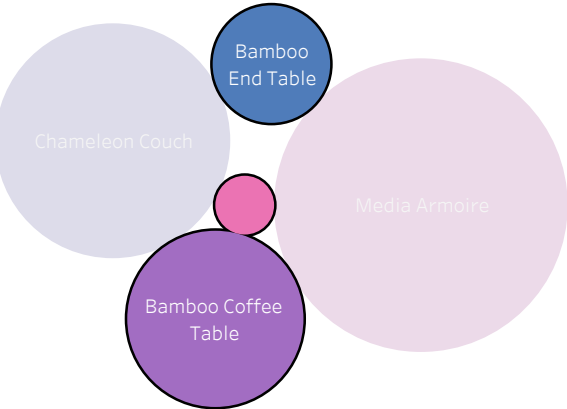
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Province	
WC	2 652
NW	1 686
NC	3 204
GP	1 464

Customer Sales

Customer	
B&B Spaces	2 854
Ellington Designs	1 434
Fabulous Homes	1 534
Home Emporium	1 604
Home SA	1 580

Product	
Captain RecliNCr	
Media Armoire	
Bamboo Coffee Table	
Chameleon Couch	
Bamboo End Table	

Product performance

