

PANDAS SALES ANALYSIS

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INTRODUCTION

The goal of this project is to better understand which factors are most important in driving country revenue, and how those factors relate to country revenue •

My sales dataset have 10k records for 185 countries •

From “ 2010 ” To “ 2017 ” •

I used features are •

[Order_Date] , [Total_Profit] , [Country] , [Units_Sold] •

SOLVE

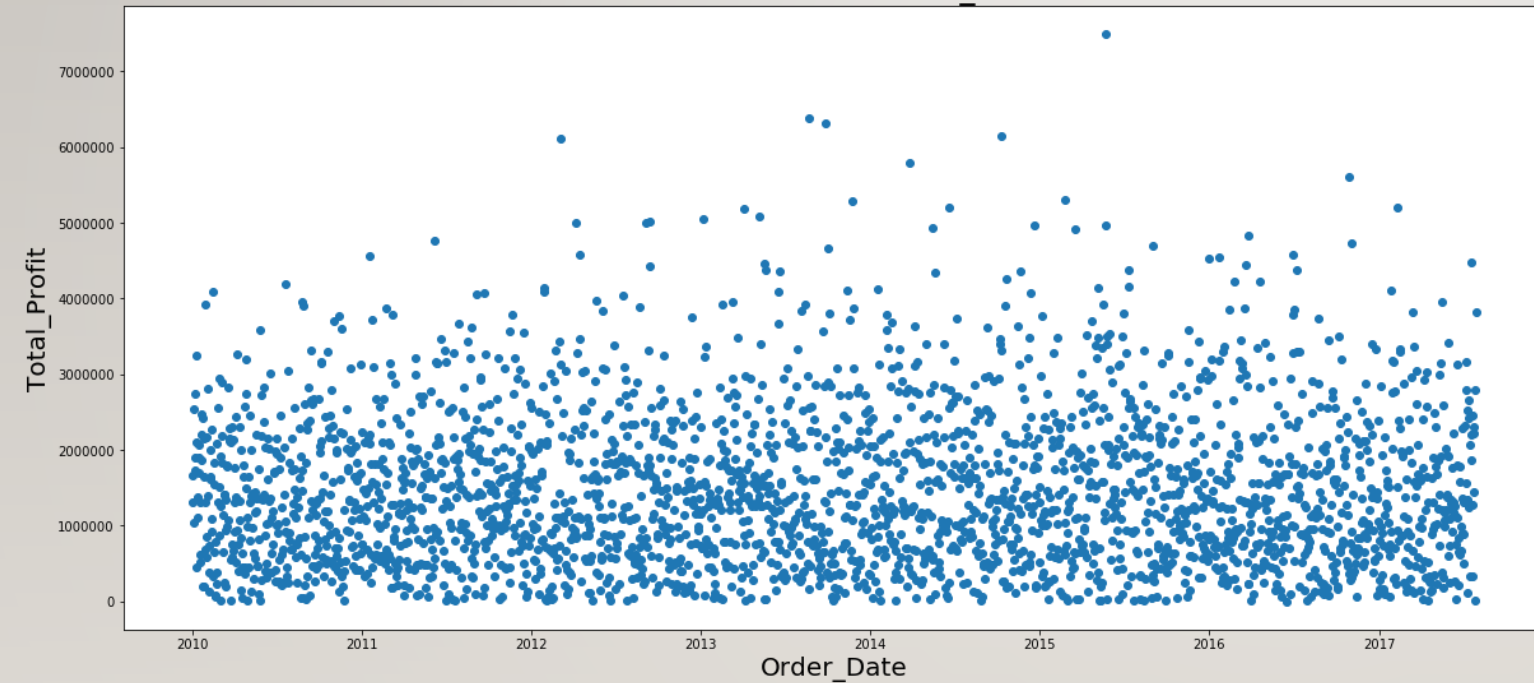
- To start exploring this goals, I used (EDA)&(gruopby) with 4 features to describe profit
Total Domestic Gross as a function of the Budget of countries.

OUTLINES :

- What is the overall sales trend ? •
- What are the top 10 Countries of sales ? •
 - What are the most selling Item_Type ? •
- Which are the most preferred Sales_Channel ? •
- What is the most selling of Item_Type in 'Saudi Arabia' ? •

WHAT IS THE OVERALL SALES TREND ?

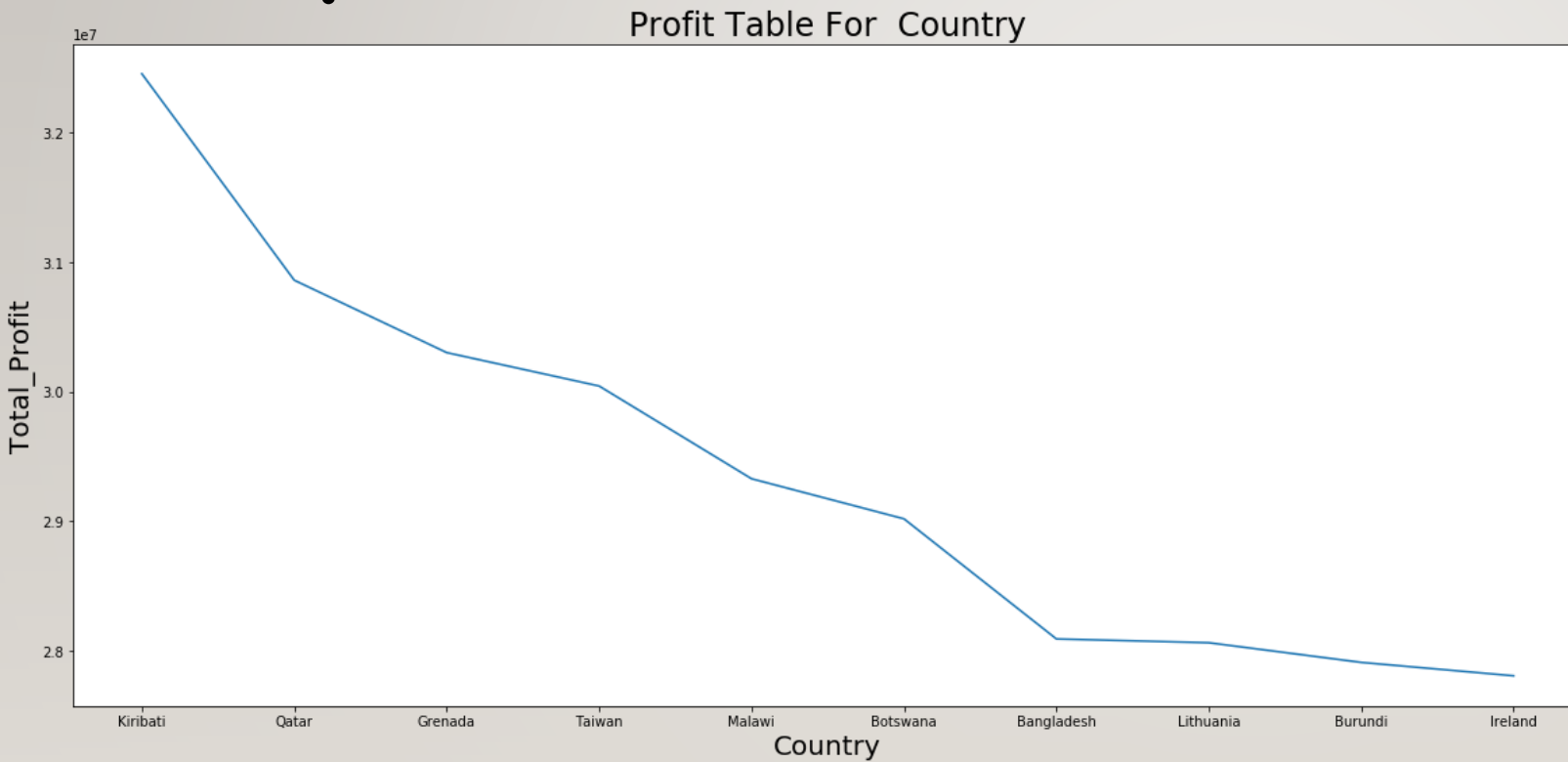
Profit Table For Order_Date



Progressive

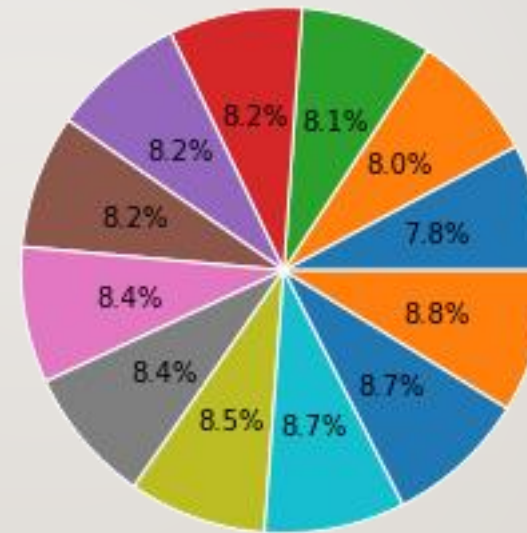
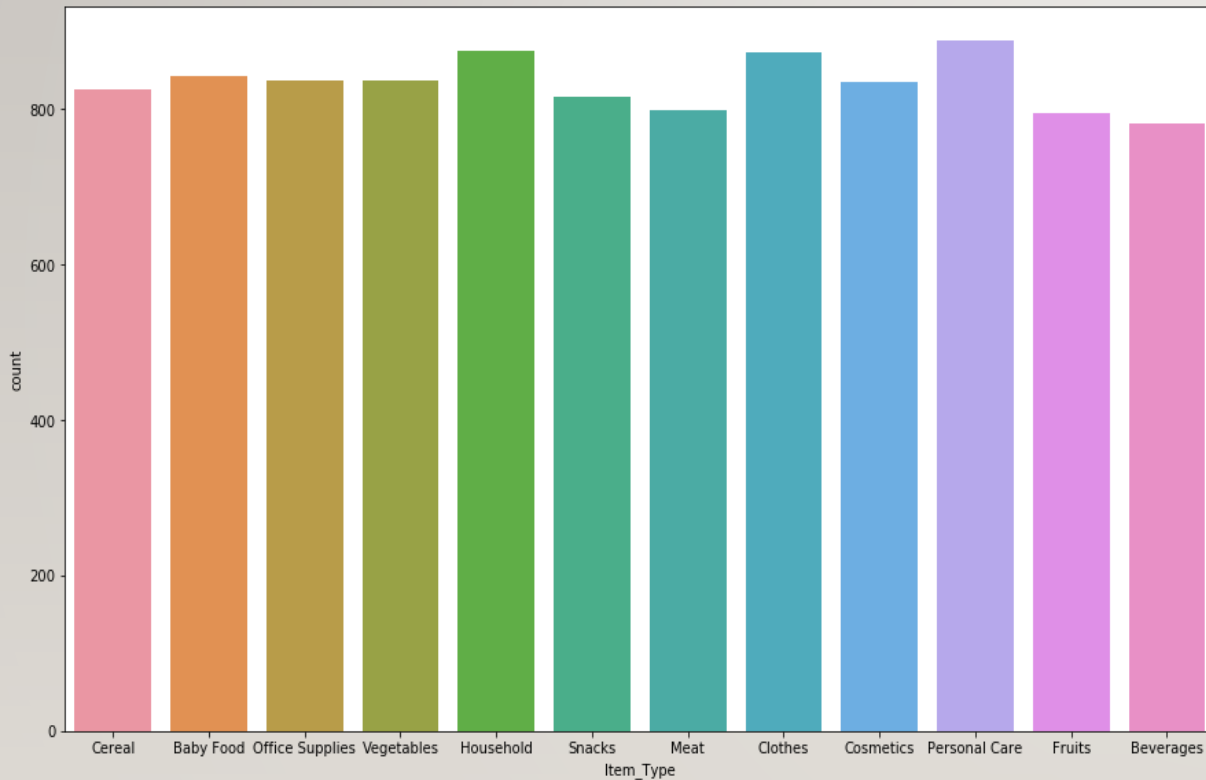
WHAT ARE THE TOP 10 COUNTRIES OF SALES

?



Kiribati 32454798.26
Qatar 30861356.79
Grenada 30302769.90
Taiwan 30044779.98
Malawi 29329125.05
Botswana 29019726.67
Bangladesh 28092720.77
Lithuania 28063374.02
Burundi 27911293.45
Ireland 27807805.05

WHAT ARE THE MOST SELLING ITEM_TYPE ?



Top Item_Type by Total_Profit

4122781 = Snacks

4197006 = BabyFood

4203394 = Cereal

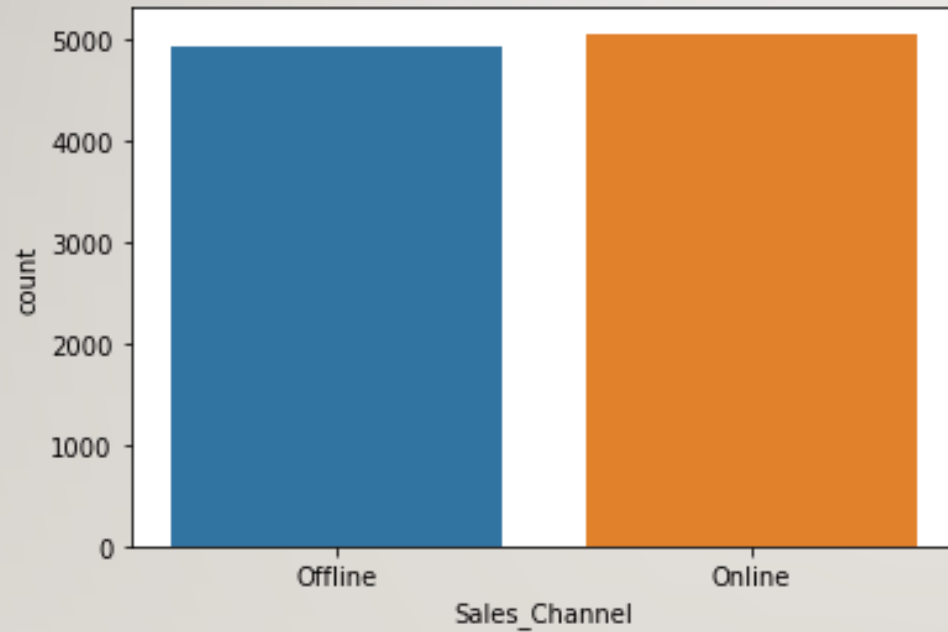
4238098 = Vegetables

4336803 = Household

4352350 = Clothes

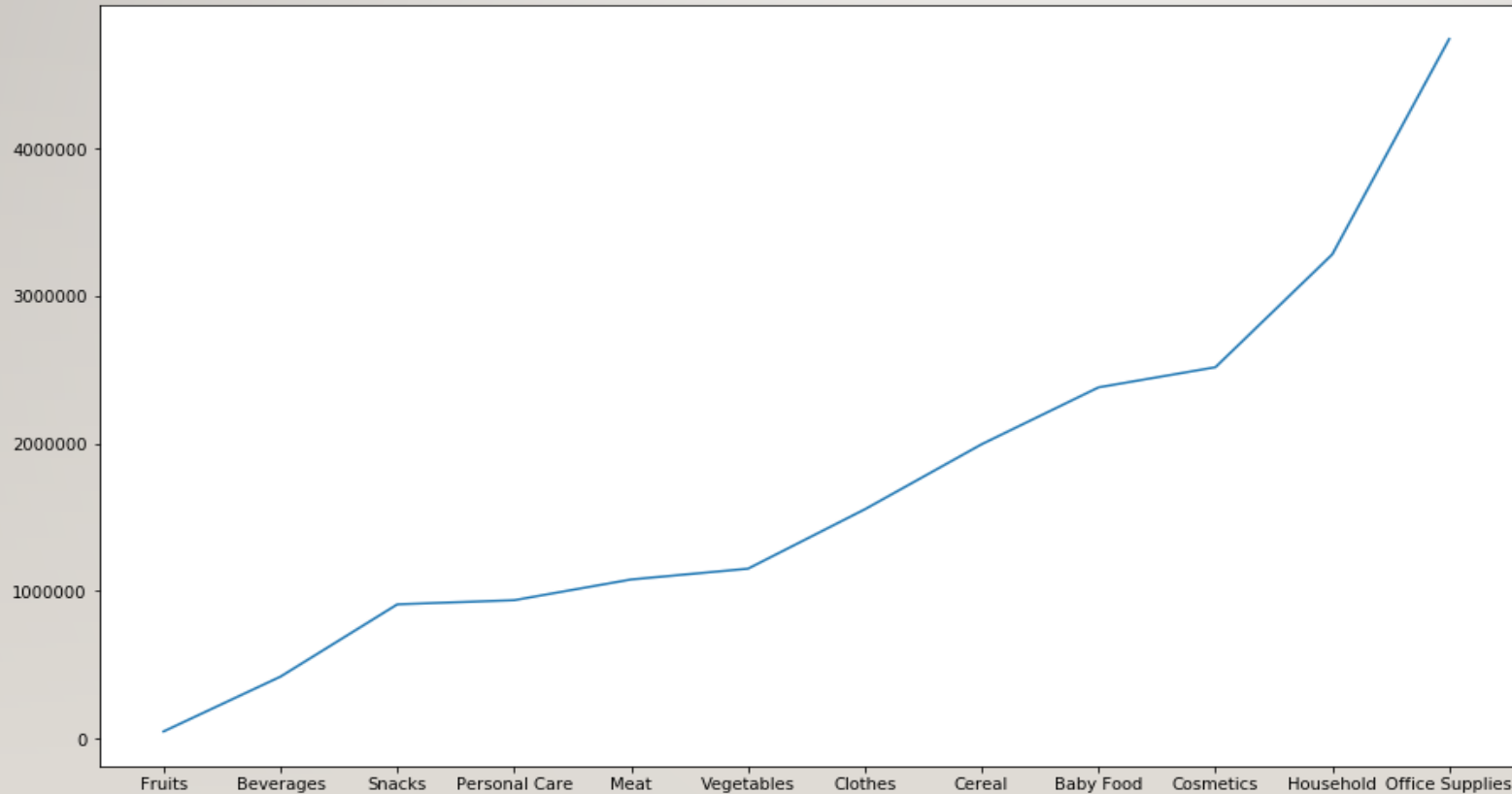
4402827 = Personal Care

WHICH ARE THE MOST PREFERRED SALES_CHANNEL ?

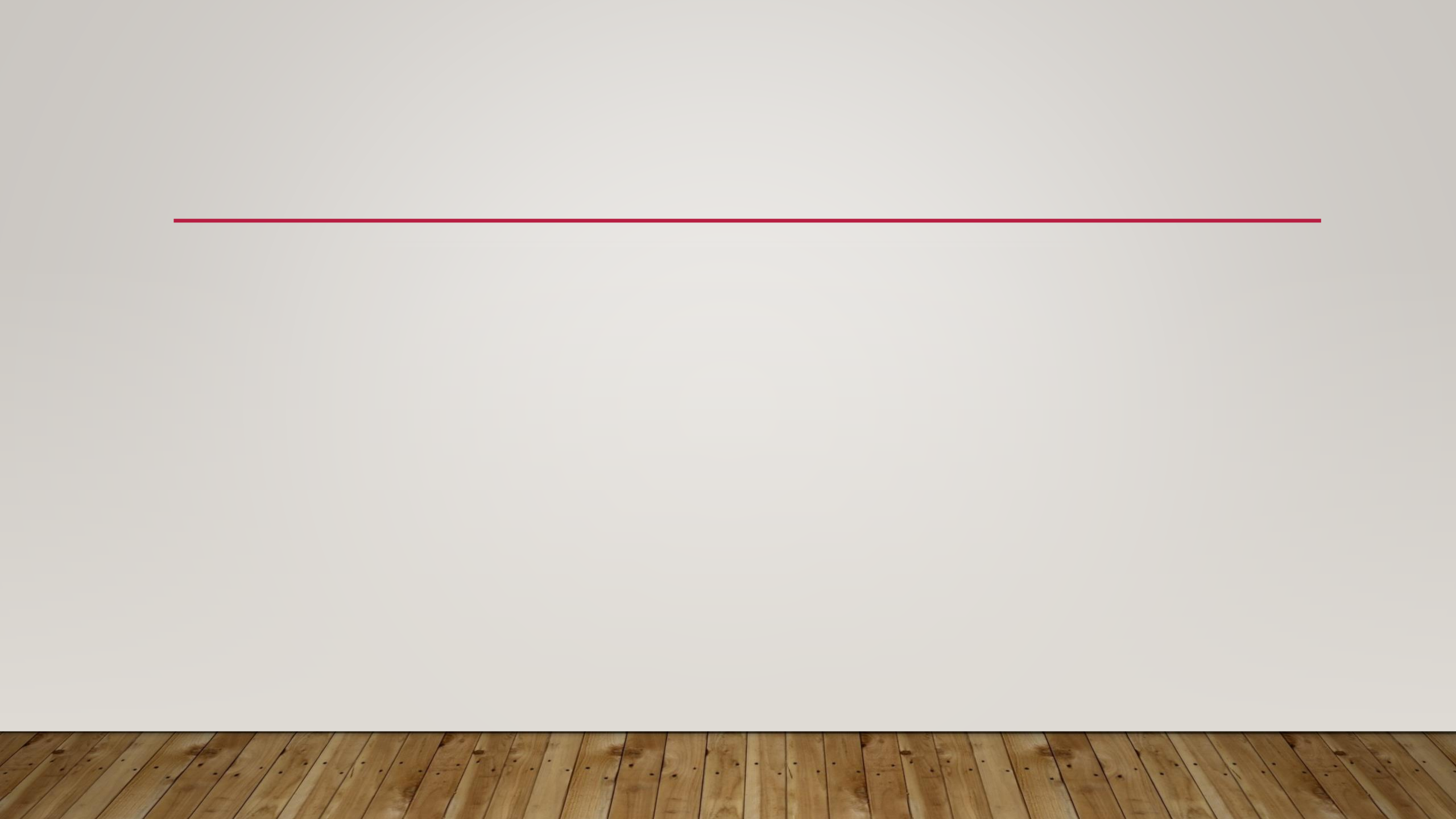


- The picture shows that the majority are similar, but online a little more

- WHAT IS THE MOST SELLING OF ITEM_TYPE IN 'SAUDI ARABIA' ?



- Cereal 1994338.08
- Baby Food 2379820.36
- Cosmetics 2516420.51
- Household 3281619.73
- Office Supplies 4741318.75



End