

Alpha Super Store Sales Analysis – Project Documentation

1. Project Overview

The **Alpha Super Store Analysis** project focuses on analyzing sales data of a retail superstore to understand business performance, customer behavior, and profitability. The goal of this project is to transform raw transactional data into meaningful insights that help management make **data-driven decisions**.

This analysis covers sales trends, profit analysis, product performance, regional performance, and customer segmentation using interactive dashboards.

2. Business Objectives

The main objectives of this analysis are:

- To analyze overall **sales and profit performance**
 - To identify **top-performing and underperforming products**
 - To understand **customer purchasing behavior**
 - To analyze **regional and category-wise performance**
 - To support **strategic decision-making** through insights
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3. Dataset Description

The dataset contains historical sales records of Alpha Super Store, including:

- Order details (Order ID, Order Date, Ship Date)
- Customer information (Customer ID, Segment, Region)
- Product details (Category, Sub-category, Product Name)
- Financial metrics (Sales, Quantity, Discount, Profit)

The data represents multiple years of retail transactions across different regions.

4. Data Cleaning & Preparation

Before analysis, the dataset was cleaned and prepared:

- Removed duplicate records
- Handled missing and inconsistent values
- Converted date fields into proper date formats
- Created calculated columns such as **Profit Margin**
- Standardized category and region names

Clean data ensured accuracy and reliability of insights.

5. Key Analysis Performed

Sales Analysis

- Total sales trend over time (monthly and yearly)
- Identification of peak sales periods
- Comparison of sales across categories and regions

Profit Analysis

- Profit contribution by category and sub-category
- Identification of loss-making products
- Impact of discounts on profitability

Customer Analysis

- Customer segmentation based on purchase behavior
- Top customers by sales and profit
- Analysis of repeat vs one-time customers

Product Performance

- Best-selling and least-selling products
- Category-wise quantity and revenue contribution
- High-sales but low-profit product identification

Regional Performance

- Region-wise sales and profit comparison
 - Identification of strong and weak markets
 - Shipping performance by region
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6. Tools & Technologies Used

- **Power BI** – Data modeling, DAX, and interactive dashboards
 - **Excel / CSV** – Initial data inspection and validation
 - **SQL (optional)** – Data querying and aggregation
 - **DAX Measures** – KPIs such as Total Sales, Total Profit, Profit Margin
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7. Dashboards & Visualizations

The Power BI dashboard includes:

- KPI cards (Total Sales, Profit, Orders, Customers)
- Sales and profit trend charts
- Category and sub-category performance charts
- Regional performance maps
- Customer segmentation visuals
- Interactive slicers for date, region, and category

The dashboard allows users to drill down and explore data interactively.

8. Key Insights

- Certain product categories generate high sales but low profit due to heavy discounts.
- A small group of customers contributes a large portion of total revenue.
- Some regions consistently outperform others in both sales and profitability.
- Seasonal trends significantly affect sales volume.

- Discount strategy needs optimization to improve profitability.
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9. Business Recommendations

- Optimize discount strategies to improve profit margins
 - Focus marketing efforts on high-value customer segments
 - Improve inventory planning based on seasonal demand
 - Expand operations in high-performing regions
 - Review underperforming products for pricing or discontinuation
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10. Conclusion

The Alpha Super Store Analysis successfully converts raw retail data into actionable insights. The project demonstrates strong skills in **data cleaning, analysis, visualization, and business understanding**. The insights generated can help management improve profitability, customer satisfaction, and operational efficiency.

How to add this project in your CV

Alpha Super Store Sales Analysis

- Analyzed retail sales data using Power BI
- Built interactive dashboards for sales, profit, and customer insights
- Identified key business trends and actionable recommendations
- Tools: Power BI, DAX, Excel, SQL