

MY TELEKOM DATA ANALYS PROJECTS

My company reports contain strictly confidential business information, so I can only show these works in a nutshell only.

Sales Dashboard

In different segmentations (channel, partner, category, product, sales type, manufacturer), month, quarter, year view, YoY, sales / shop, etc.

Channel share

Channel share monthly and YoY
Segmentation by channel, partner, category, product, sales type

Sales planning

Plans and targets by channels YoY
Monthly quotas
Quarterly planning

Deliveries

In different segmentations
Non-registered SIMS
Sales time from delivery (month)

Profit & Cost

Cost, revenue, profit YoY
Profit per deliveries
Based on SQL report from DW

Marketing

Budget YoY, sales / marketing cost
Segmentation by channel, partner, category, product, sales type

Besides these, I have several smaller or bigger analyses, for example: mobile top-up report, our partners in map visual, yearly revenue, etc.