

### P34\_marketing sales prediction

#### **Business Objective:**

Each Salesperson will be assigned with a Target(no of products to be sold) for each months.  
Which is given to them based on their last month's Achievement(no of products sold) i.e 10%  
Increased from the last achievement.

#### **Data Set Details:**

- We can implement a model to predict the target given to them for the next month based on their previous achievement instead of giving them simply a 10% hike.
- Data set details sent in csv file.

#### **Acceptance Criterion:**

Need to deploy the end results using Rshiny / Flask / Heroku.

#### **Milestones:**

**30 days to complete the Project**

Milestone	Duration	Task start - End Date
Kick off and Business Objective discussion	1 day	24/09/20
Data set Details	2 days	25/09/20 - 26/09/20
EDA	1 Week	27/09/20 - 03/10/20
Model Building	1 Week	05/10/20 - 12/10/20
Model Evaluation	1 week	13/10/20 - 19/10/20
Feedback		
Deployment	1 Week	20/10/20 - 26/10/20
Final presentation	1 day	27/10/20

Protocols:

- 1) All participants should adhere to agreed timelines and timelines will not be extended.
- 2) All the documentation – Final presentation and R/python code to be submitted before the final presentation day.
- 3) All the participants must attend review meetings.