

# Sales Distribution

Hi, Good Night

Dark

Light

Jan	May	Sep
Feb	Jun	Oct
Mar	Jul	Nov
Apr	Aug	Dec

Total Sales (\$)

984.57K

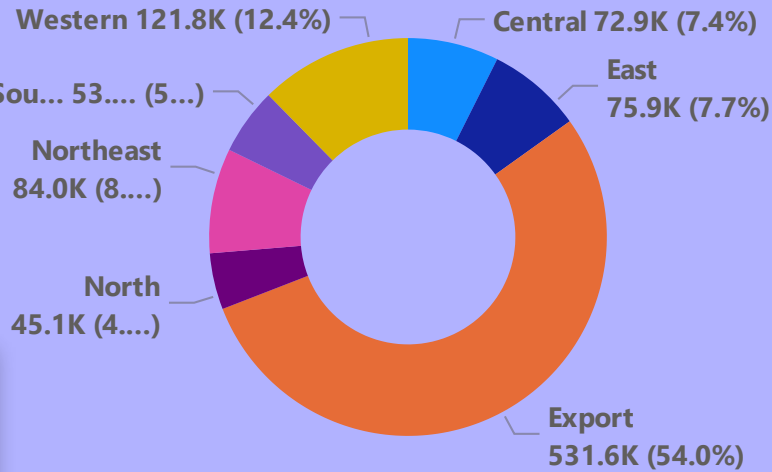
Total Target (\$)

1.08M

Top Customer-wise

Customer01	39,993.27
Customer22	45,112.95
Customer23	43,062.83
Customer25	

Region-wise

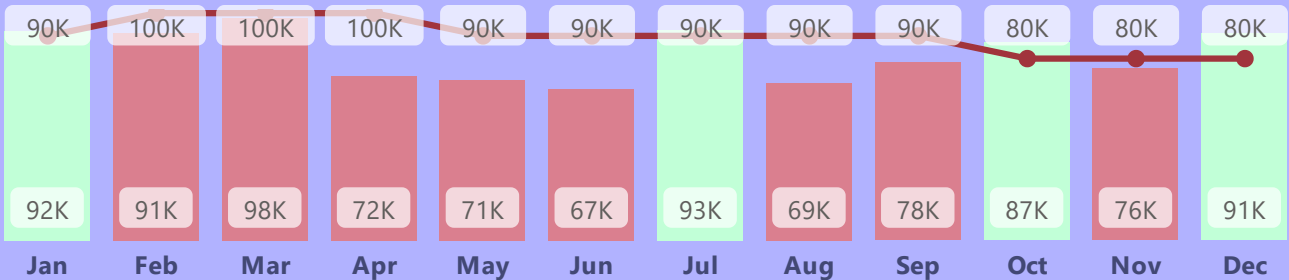


Region

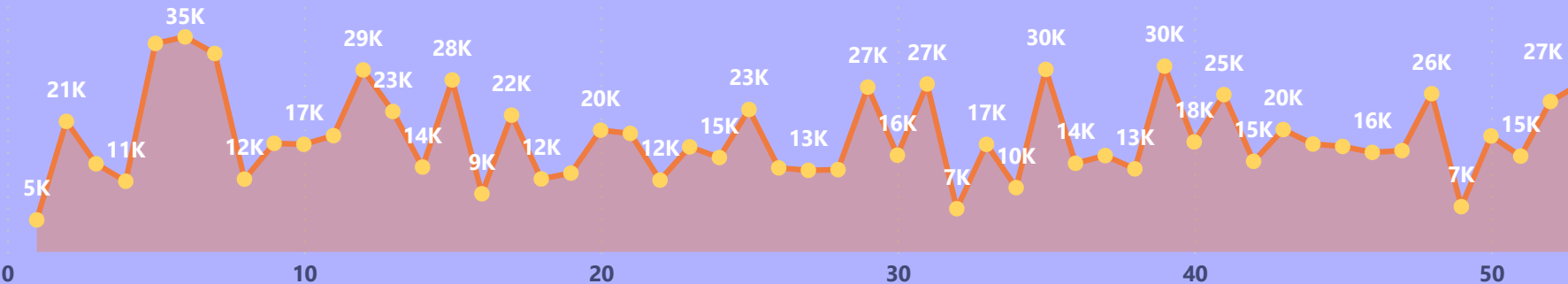
- Select all
- Central
- East
- Export
- North
- Northeast
- South

Monthly Actual Sales & Target

Sum of Actual Sum of Target (\$)



Weekly Actual



Product-wise

Product30	58.0K
Product41	57.6K
Product24	49.6K
Product19	41.6K
Product22	41.1K
Product32	40.9K
Product21	39.7K
Product05	38.6K
Product42	38.2K
Product10	35.0K
Product01	33.8K
Product40	32.1K

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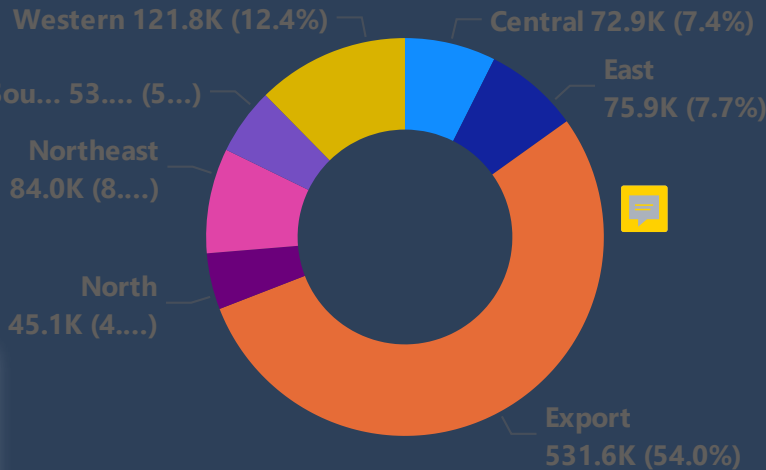
Total Target (\$)

1.08M

Top Customer-wise

Customer01  
39,993.27  
Customer22  
45,112.95  
Customer23  
43,062.83  
Customer25

Region-wise

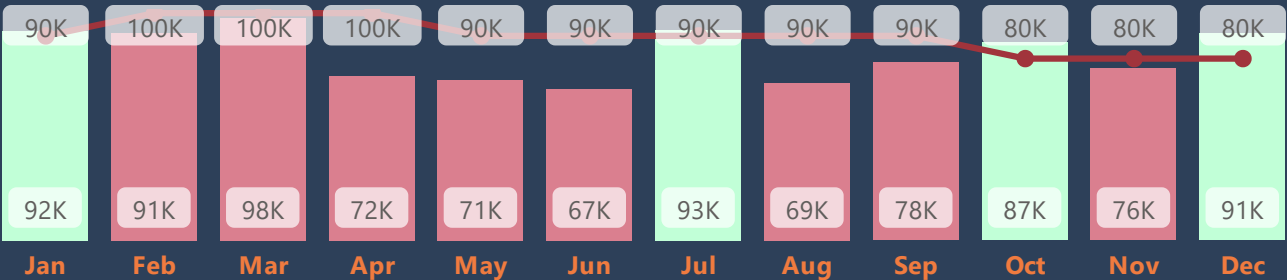


Region

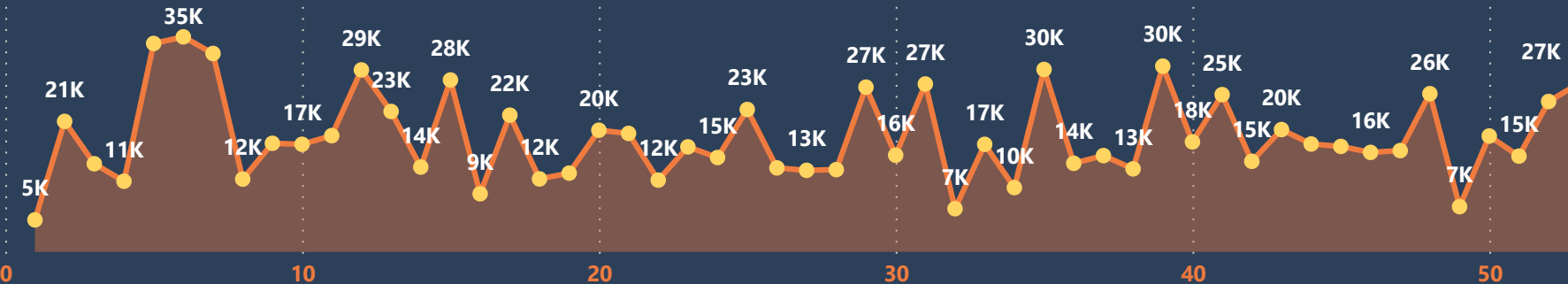
- Select all
- Central
- East
- Export
- North
- Northeast
- South

Monthly Actual Sales & Target

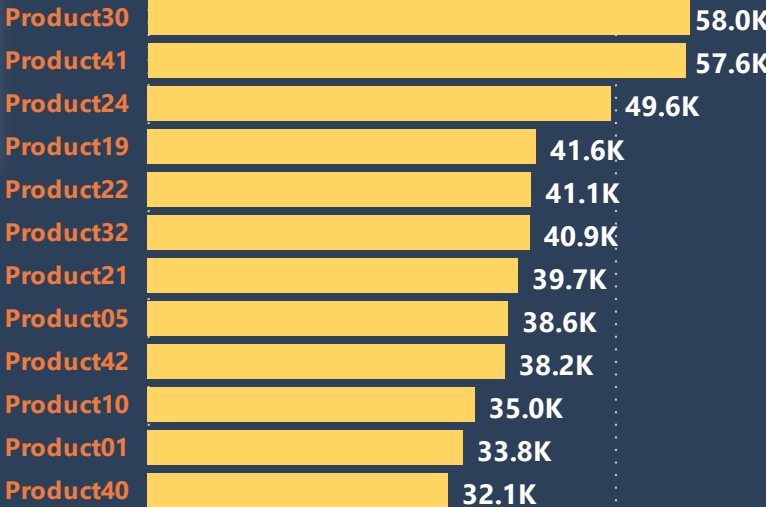
Sum of Actual Sum of Target (\$)



Weekly Actual



Product-wise



# Snacks Sales with Forecast

## Total Sales

\$21.70M

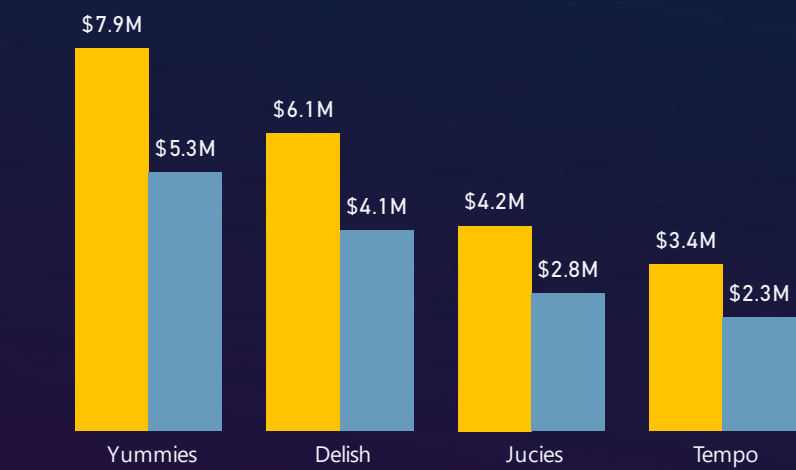
## Total Profit

\$14.65M

- Select all
- 50% Dark Bites
- 70% Dark Bites
- 85% Dark Bars
- 99% Dark & Pure
- After Nines
- Almond Choco
- Baker's Choco Chips
- Caramel Stuffed Bars
- Choco Coated Almonds
- Drinking Coco
- Eclairs
- Fruit & Nut Bars
- Manuka Honey Choco
- Milk Bars
- Mint Chip Choco

## Total Sales - Team

Total\_Sales Total\_Profit



## Total Sales - Year (Y), Quarter (Q) & Month (M)

Total\_Sales Sum of Target



Product	Total_Boxes	Total_Profit	Profit_per_box
White Choc	87,237	\$956,788	\$10.97
Spicy Special Slims	58,052	\$463,970	\$7.99
Smooth Sliky Salty	61,790	\$666,203	\$10.78
Raspberry Choco	55,688	\$646,156	\$11.60
Peanut Butter Cubes	50,674	\$735,543	\$14.52
Organic Choco Syrup	45,761	\$962,393	\$21.03
Orange Choco	96,847	\$42,794	\$0.44
Mint Chip Choco	50,948	\$765,890	\$15.03
Milk Bars	37,635	\$868,786	\$23.08
Manuka Honey Choco	39,124	\$623,290	\$15.93
Total	1,344,574	\$14,654,211	\$10.90

## 3-Month Sales Forecast



Sales Person Overview

Sales Person	Total_Sale	Variance	Variance_%
Andria Kimpton	\$867,510	(\$130,290)	-13.1%
Barr Faughny	\$886,375	(\$74,725)	-7.8%
Beverie Moffet	\$817,572	(\$34,278)	-4.0%
Brien Boise	\$794,920	(\$27,330)	-3.3%
Camilla Castle	\$798,868	\$53,268	7.1%
Ches Bonnell	\$884,835	(\$6,815)	-0.8%
Curtice Advani	\$779,422	(\$80,828)	-9.4%
Dennison Crosswaite	\$890,708	(\$105,092)	-10.6%
Dotty Strutley	\$922,635	\$55,635	6.4%
Gigi Bohling	\$925,057	\$80,407	9.5%
Gunar Cockshoot	\$913,325	\$112,725	14.1%
Husein Augar	\$779,044	(\$136,856)	-14.9%
Jan Morforth	\$780,038	(\$10,912)	-1.4%
Jehu Rudeforth	\$895,363	\$59,013	7.1%
Kaine Padly	\$828,058	\$14,008	1.7%
Karlen McCaffrey	\$963,956	\$73,956	8.3%
Kelci Walkden	\$889,602	(\$132,198)	-12.9%
Madelene Upcott	\$897,554	(\$296)	-0.0%
Mallorie Waber	\$860,846	\$103,196	13.6%
Marney O'Brien	\$797,629	(\$28,121)	-3.4%
Oby Sorrel	\$860,083	(\$33,367)	-3.7%
Rafaelita Blaksland	\$903,616	(\$56,534)	-5.9%
Total	\$21,701,722	(\$252,978)	-1.2%

Sales Variance by Sales Person

Gunar Cockshoot	\$112.7K
Mallorie Waber	\$103.2K
Wilone O'Kielt	\$85.6K
Gigi Bohling	\$80.4K
Karlen McCaffrey	\$74.0K
Jehu Rudeforth	\$59.0K
Dotty Strutley	\$55.6K
Camilla Castle	\$53.3K
Van Tuxwell	\$51.5K
Kaine Padly	\$14.0K
Madelene Upcott	(\$0.3K)
Ches Bonnell	(\$6.8K)
Jan Morforth	(\$10.9K)
Brien Boise	(\$27.3K)
Marney O'Brien	(\$28.1K)
Oby Sorrel	(\$33.4K)
Beverie Moffet	(\$34.3K)
Rafaelita Blaksland	(\$56.5K)
Barr Faughny	(\$74.7K)
Curtice Advani	(\$80.8K)
Roddy Speechley	(\$84.6K)
Dennison Crosswaite	(\$105.1K)
Andria Kimpton	(\$130.3K)
Kelci Walkden	(\$132.2K)
Husein Augar	(\$136.9K)

Sales Variance Drill Down

Year	Month	Sales Person	Variance
2021	August	Andria Kimpton	\$6,536
2021	September	Andria Kimpton	\$5,665
2021	October	Andria Kimpton	(\$21,712)
2021	November	Andria Kimpton	(\$42,712)
2021	December	Andria Kimpton	\$1,030
2022	January	Andria Kimpton	(\$7,093)
2022	February	Andria Kimpton	(\$54,895)
2022	March	Andria Kimpton	\$8,725
2022	April	Andria Kimpton	\$8,009
2022	May	Andria Kimpton	(\$2,532)
2022	June	Andria Kimpton	(\$1,741)
2022	July	Andria Kimpton	\$4,576
2022	August	Andria Kimpton	(\$34,146)
2021	August	Barr Faughny	(\$1,988)
2021	September	Barr Faughny	(\$15,636)
2021	October	Barr Faughny	\$60,797
2021	November	Barr Faughny	\$9,584
2021	December	Barr Faughny	\$21,483
2022	January	Barr Faughny	(\$1,180)
2022	February	Barr Faughny	\$5,489
2022	March	Barr Faughny	(\$35,041)
2022	April	Barr Faughny	(\$25,912)
2022	May	Barr Faughny	(\$12,973)
Total			(\$252,978)