

Insights and Recommendations for Optimal Departmental Performance

The trend of seasonality has been a consistent feature across all departments over the past two years, and this pattern is anticipated to persist. To meet the demands, meticulous management of inventory and labor resources for each department becomes very important. The insights are only for the period of September to December

Department 1:

Sales peak expected on Early November and Mid December and the sales value will be well over the year average (125% increase). For this period inventory must be stocked with sufficient Department 1 products, and staff presence in Department 1 should also be increased.

Department 2:

Sales peak starting from mid December to last week of December. The inventory should be stocked with around 50% more products of Department 2 and store worker presence in Department 2 should also be increased.

Department 3:

No significant sales increase is expected in this department for the period. However a slight increase of around 10% may be seen in sales compared to September end. Thus inventory present will be sufficient (ensure timely restocking) and the sand consider reallocating store workers from this department to busier sections as needed.

Department 4:

This might witness a 20% in sales in the October to December period with small sales peak at 3rd week of November and mid December. Current inventory should be almost sufficient and it should be restocked with around 20% more stock to be on the safer side. Store workers of this department should be posted as usual.

Department 5:

Sales peak expected on 3rd weeks November and December and the sales value will be drastically high (80 to 100 % compared to May to October period)l . For this period align inventory levels with the expected sales increase and increase staff presence in Department 5 to accommodate the heightened demand.

As it can be seen the Departments 1, 2 and 5 will see significant increase in sales,thus these must be prioritized for inventory allocation. Should the current workforce prove insufficient, even with reallocation from other departments, consider the strategic hiring of part-time workers during this period. This proactive approach ensures a seamless customer experience, reinforcing the store's commitment to meeting and exceeding customer expectations during peak demand periods.