

# PHARMACEUTICAL SALES DATABASE MANAGEMENT AND MINING



## Top 5 Sales Reps with the Most Sales (Broken Down by Year)

Below are the tables for the top five sales reps in each year, ordered by most amount sold to least amount sold:

Table 1: Top 5 Sales Reps with Most Sales in 2020

repName	totalAmountSold
Walison da Silva	\$ 4,187,637
Anceta Kappoorthy	\$ 2,894,565
Lynette McRowe	\$ 2,662,449
Prasad Patel	\$ 2,072,111
Helmut Schwab	\$ 1,772,660

Table 2: Top 5 Sales Reps with Most Sales in 2021

repName	totalAmountSold
Walison da Silva	\$ 8,827,810
Lynette McRowe	\$ 6,405,098
Anceta Kappoorthy	\$ 6,128,682
Prasad Patel	\$ 3,723,865
Helmut Schwab	\$ 3,020,853

Table 3: Top 5 Sales Reps with Most Sales in 2022

repName	totalAmountSold
Walison da Silva	\$ 4,792,071
Anceta Kappoorthy	\$ 2,862,217
Lynette McRowe	\$ 2,391,484
Prasad Patel	\$ 2,243,208
Helmut Schwab	\$ 1,596,928

## Total Sold per Product per Quarter

Below is the table for the total amount sold in each quarter across all years for every product, ordered by product names alphabetically:

Table 4: Amount Sold per Product per Quarter

Product	Q1	Q2	Q3	Q4
Alaraphosol	\$ 328,808	\$ 421,452	\$ 382,812	\$ 318,228
Bhiktarvizem	\$ 1,391,652	\$ 1,780,974	\$ 1,867,275	\$ 1,346,760
Clobromizen	\$ 522,720	\$ 681,120	\$ 735,840	\$ 526,896
Colophrazen	\$ 445,752	\$ 604,791	\$ 565,062	\$ 488,433
Diaprogenix	\$ 15,524	\$ 17,068	\$ 18,120	\$ 17,448
Gerantrazeophem	\$ 718,828	\$ 997,832	\$ 895,730	\$ 701,250
Presterone	\$ 355,200	\$ 485,500	\$ 424,800	\$ 366,700
Proxinostat	\$ 952,210	\$ 989,228	\$ 1,080,435	\$ 928,572
Xinoprozen	\$ 1,036,350	\$ 1,154,226	\$ 1,329,630	\$ 1,089,648
Xipramin	\$ 144,792	\$ 163,800	\$ 175,248	\$ 130,968
Zalofen	\$ 7,398,300	\$ 8,829,600	\$ 9,293,700	\$ 7,534,800

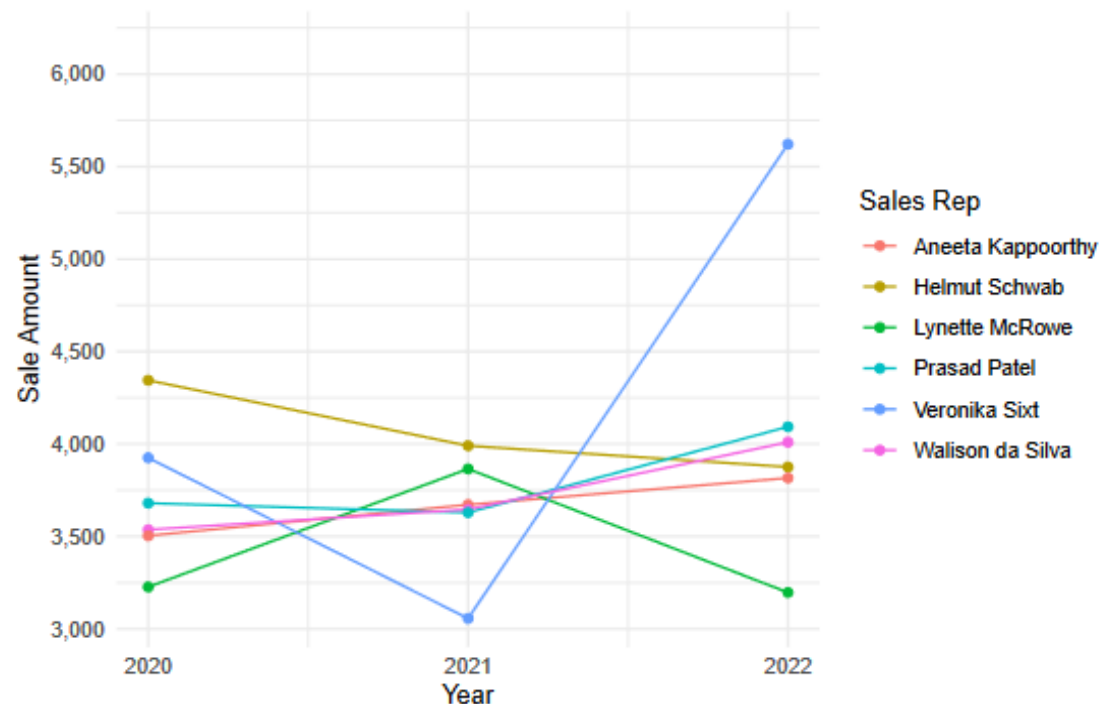
## Average Sales per Sales Rep (Over The Years)

Below is the table and line graph depicting the average sale amount and the total number of sales for each rep in each year, ordered by year and the average sale amount.

Table 6: Average Sales per Sales Rep per Year

repName	year	totalNumSales	avgAmountSold
Helmut Schwab	2020	408	\$ 4,344.8
Veronika Sixt	2020	257	\$ 3,925.7
Prasad Patel	2020	563	\$ 3,680.5
Walison da Silva	2020	1184	\$ 3,536.9
Aneeta Kappoorthy	2020	826	\$ 3,504.3
Lynette McRowe	2020	825	\$ 3,227.2
Helmut Schwab	2021	757	\$ 3,990.6
Lynette McRowe	2021	1657	\$ 3,865.5
Aneeta Kappoorthy	2021	1669	\$ 3,672.1
Walison da Silva	2021	2421	\$ 3,646.3
Prasad Patel	2021	1026	\$ 3,629.5
Veronika Sixt	2021	524	\$ 3,057.0
Veronika Sixt	2022	260	\$ 5,621.8

Average Sale Amount Over the Years by Sales Rep



# Number of Units Sold per Product per Region

Below is the table and line graph representing the number of units sold for each product in each region, ordered and grouped by product name:

Table 5: Units Sold per Product per Region (First 12 rows)

prodName	territory	numUnitSold
Alaraphosol	East	296,500
Alaraphosol	EMEA	510,600
Alaraphosol	South America	475,500
Alaraphosol	West	294,900
Bhiktarvizem	East	351,600
Bhiktarvizem	EMEA	467,100
Bhiktarvizem	South America	480,300
Bhiktarvizem	West	351,300
Clobromizen	East	355,300
Clobromizen	EMEA	478,600
Clobromizen	South America	486,600
Clobromizen	West	392,400

