SALES ANALYSIS DASHBOARD
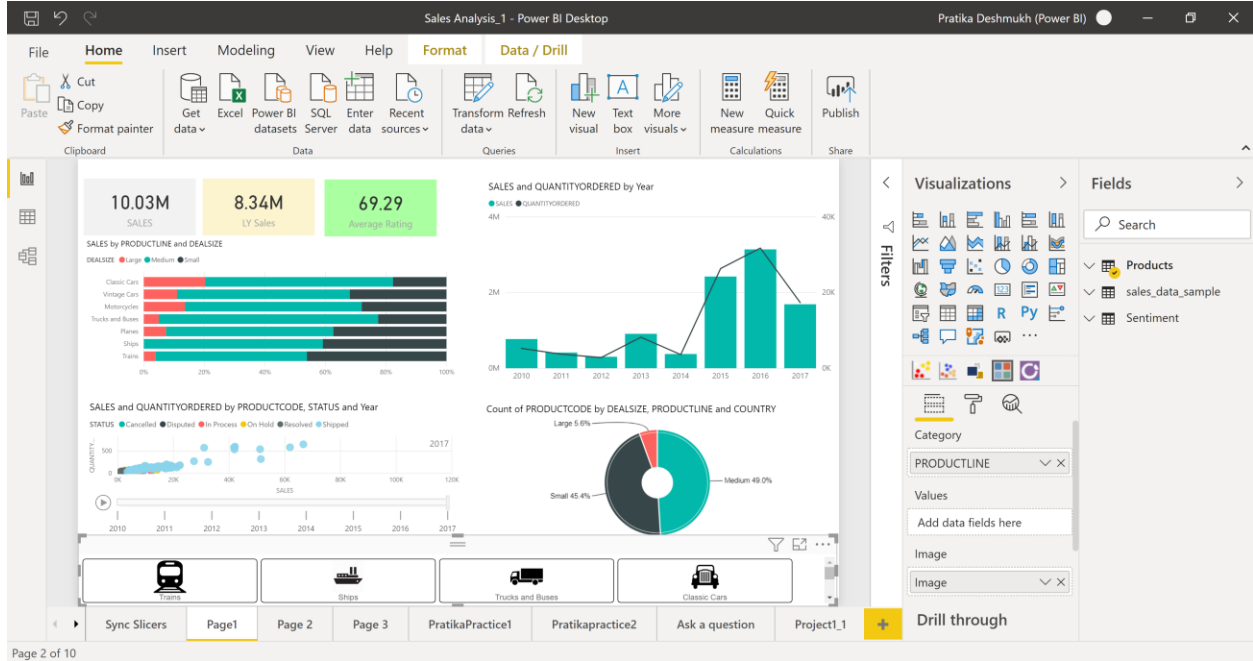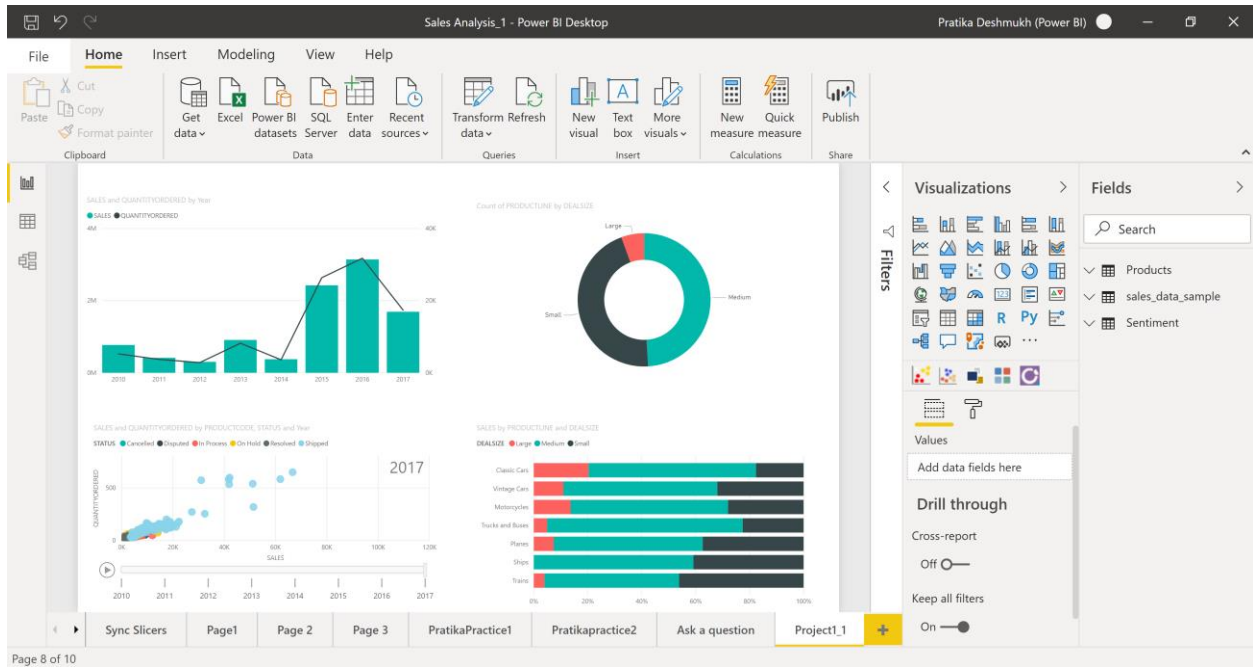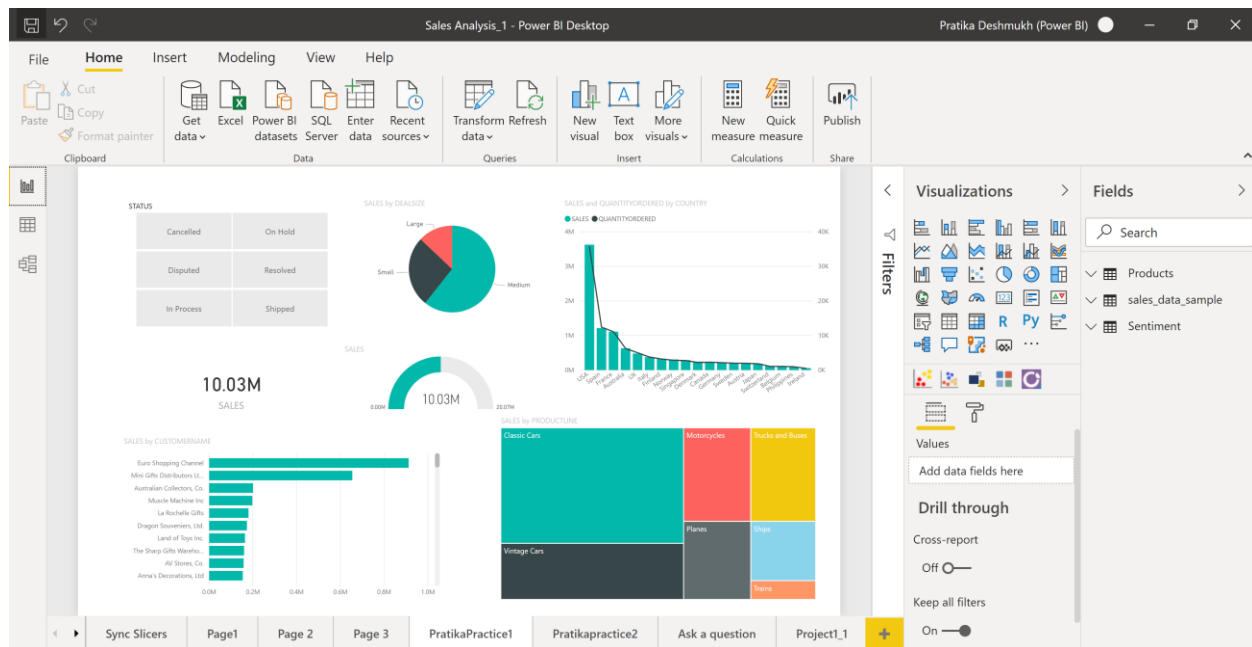
1) Used line & clustered column chart to analyse sales vs quantity ordered over different years for which I had split the orderdate values into years in a new column to make it easier.
2) Used scatter plot with play axis where I used sales on x axis, quantity ordered on y , status in legends , product code in the details and year on the play axis. Gives a quick insight of sales based on different statuses over the years. How sales have increased over years
3) Donut chart from marketplace –
   Dealsize,productline and country ,so it shows that 49% of the deals were medium, 5.6 % were the large i.e the most expensive deals and also added the functionality of drill down by product and country. Eg. Medium dealsize has what products and for which countries
4) Stacked bar chart – sales by productline and dealsize
5) Worked on a linear regression chart , to see the relation between quantity ordered and sales by cust name and product code and also removed the outliers using filters
6) Created a measure (metric) Total sales and metric last year sales for comparing the two. Also calculated the difference between the two to understand whether there was a profit or loss

Screenshot 1 — Power BI Desktop

Sales Analysis_1 - Power BI Desktop   Pratika Deshmukh (Power BI)

File   Home   Help

Paste | Cut | Copy | Get data | Excel | Power BI datasets | SQL Server | Enter data | Recent sources | Transform data | Refresh | Manage relationships | Manage roles | View as | Q&A setup | Language | Linguistic schema | Publish

Clipboard   Data   Queries   Relationships   Security   Q&A   Share

Products
- Image
- PRODUCTLINE

Sentiment
- Image
- Sentiment

sales_data_sample
- ADDRESSLINE1
- ADDRESSLINE2
- CITY
- CONTACTFIRSTNAME
- CONTACTLASTNAME
- COUNTRY
- CUSTOMERNAME
- DEALSIZE
- MONTH_ID

Fields
Search
- Products
- sales_data_sample
- Sentiment

All tables

Screenshot 2 — Power BI Desktop

Sales Analysis_1 - Power BI Desktop   Pratika Deshmukh (Power BI)

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Clipboard   Data   Queries   Insert   Calculations   Share

SALES and QUANTITYORDERED by CUSTOMERNAME and PRODUCTCODE

PRODUCTCODE ● S18_2238 ● S18_2248 ● S18_2319 ● S18_2325 ● S18_2432 ● S18_2581 ● S18_2625 ● S18_2795

Year
- 2010
- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
- 2017

ORDERDATE — Last 1 Select — No filters applied

ORDERDATE	SALES	LY Sales_PD	Variance_PD
Friday, January 1, 2010	24,772.14		
Monday, February 1, 2010	36,334.05		
Monday, March 1, 2010	29,236.91		
Thursday, April 1, 2010	44,976.74		
Saturday, May 1, 2010	39,644.39		
Tuesday, June 1, 2010	33,742.24		
Thursday, July 1, 2010	50,998.60		
Sunday, August 1, 2010	52,673.57		
Wednesday, September 1, 2010	56,258.64		
Friday, October 1, 2010	114,913.34		
Monday, November 1, 2010	234,628.94		
Wednesday, December 1, 2010	52,903.76		
Saturday, January 1, 2011	35,534.81	24,772.14	10,762.67
Tuesday, February 1, 2011	22,576.78	36,334.05	-13,757.27
Tuesday, March 1, 2011	11,530.67	29,236.91	-17,706.24
Friday, April 1, 2011	30,510.69	44,976.74	-14,466.05
Total	10,032,628.85	8,341,396.95	1,691,231.90

Sentiment
- 😟 Negative
- 🙂 Neutral
- 😀 Positive

CUSTOMERNAME	SALES	Image
Euro Shopping Channel	4,910.40	😟
Motor Mint Distributors Inc.	2,968.96	😟
Signal Collectibles Ltd.	8,448.64	😟
Total	16,328.00	

Visualizations

Values
Add data fields here

Drill through
Cross-report — Off
Keep all filters — On

Fields
Search
- Products
- sales_data_sample
- Sentiment

Filters

Page 3   PratikaPractice1   Pratikapractice2   Ask a question   Project1_1   ProjectPractice2   Clustering