

Amazon Data Sales Analysis

Overview :

In this Amazon Data Analysis Project We Have to Analyze Amazon Sales Data with the goal of identify sales trend month wise and year wise to increase the profit and reduce the loss for the organization

The Project Aims to give actionable insights to organization to make Better Strategies with historical Data

Objective :

- Analyze Amazon Sales Data Month-Wise And Year-Wise
- Identify Patterns and trends Sales Over Time
- Provide a solution to increase profit and reduce a loss

Business Problem :

Sales Management has gained importance to meet increasing competition and the need for improved methods of distribution to reduce the cost and increase profit

Data Collection :

Amazon Sales Data Is Provided By I Neuron

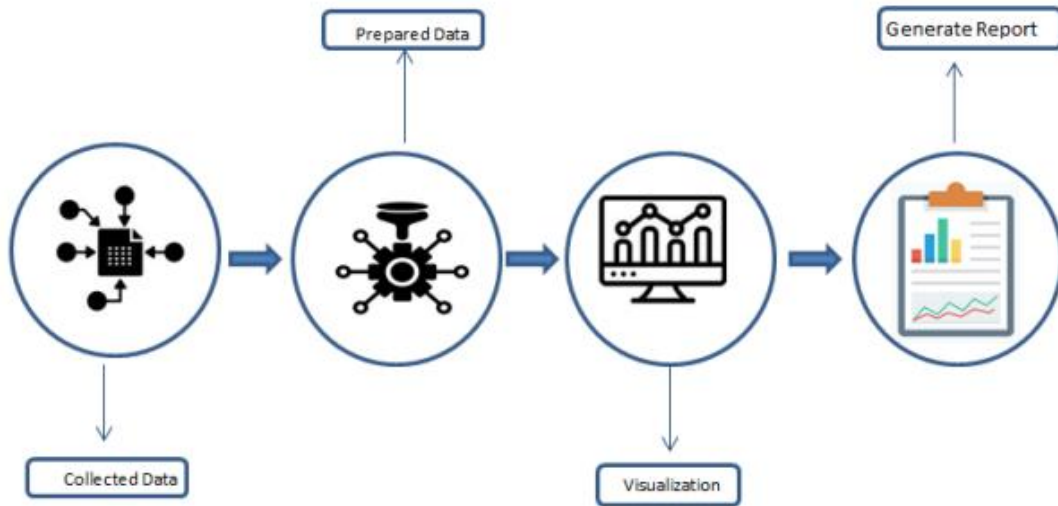
Data Cleaning And Preparation:

Cleaned and preprocess the data , handle missing value and date column
Transform the data in suitable For Analysis

Visualization :

Done EDA In Jupyter Notebook and Made an Interactive dashboard in power BI

Architecture :



Conclusion

- When Discount is getting low sales also down
- Some Product is not being sold since long we should remove from inventory
- Some Product Cost of sell is high and solding in loss , this product covering more losses
- Top Product Giving more profit and Margin