# User Stories

1. **Understanding Sales Shifts:** As a VP of Sales Analytics, I want to easily visualize changes in our sales dynamics over short periods to anticipate market demands and adjust strategies.
2. **Optimized Strategy Planning:** As a VP of Sales Analytics, I want insights into sales performance beyond quarterly and yearly reviews to make timely decisions and optimize strategies.
3. **Team Engagement and Targets:** As a VP of Sales Analytics, I want to engage my team with meaningful and achievable sales targets to keep them motivated and aligned with our goals.
4. **Historical Perspective for Context:** As a VP of Sales Analytics, I want a historical overview of our sales dynamics (e.g., over the past year) to understand context and baselines.
5. **Recommendation of Metrics:** As a VP of Sales Analytics, I want recommendations on metrics that capture sales shifts to communicate effectively with my team and stakeholders.