

Average Price

412

Average Sales

16M

Total Quantity

29M

Total sales

12bn

Distributors

29

Pharma Sales Analysis



Select Sales Team

Alfa

Bravo

Charlie

Delta

Select Year

All



Sales by Manager

Britanny Bold

3.6bn

Alisha Cordwell

2.8bn

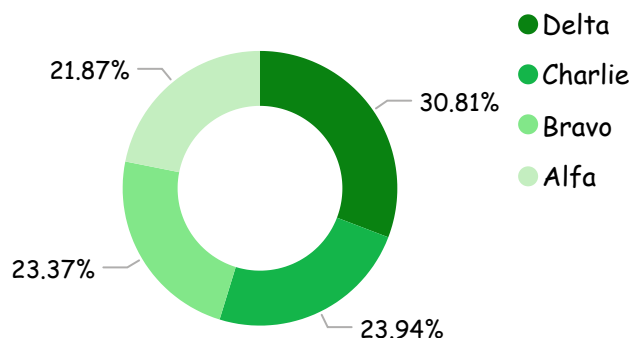
Tracy Banks

2.8bn

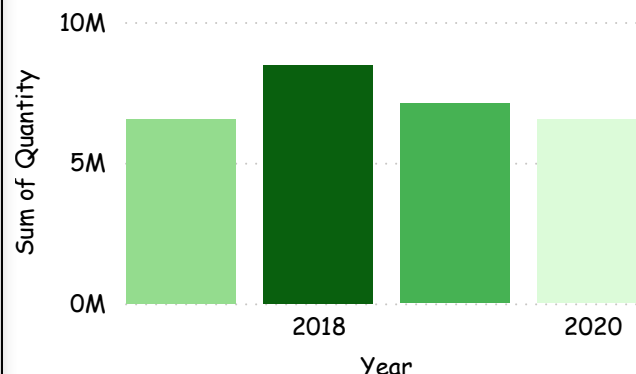
James Goodwill

2.6bn

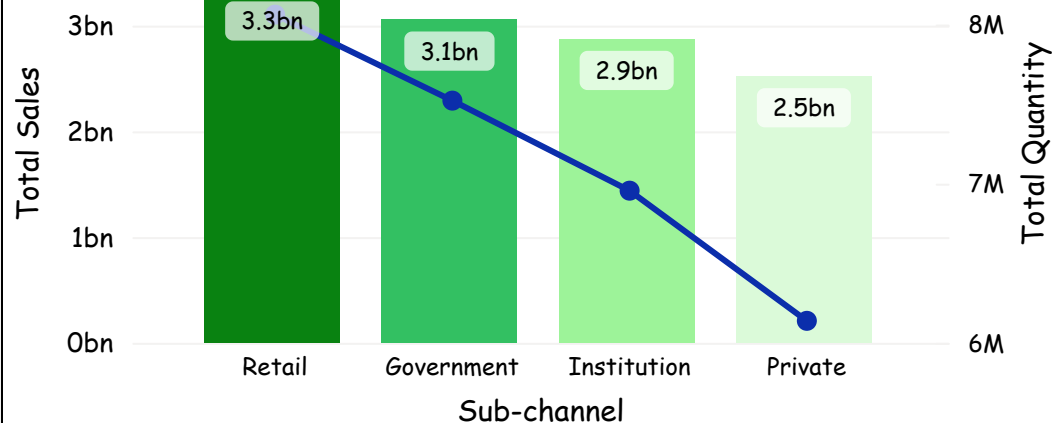
Total Sales by Sales Team



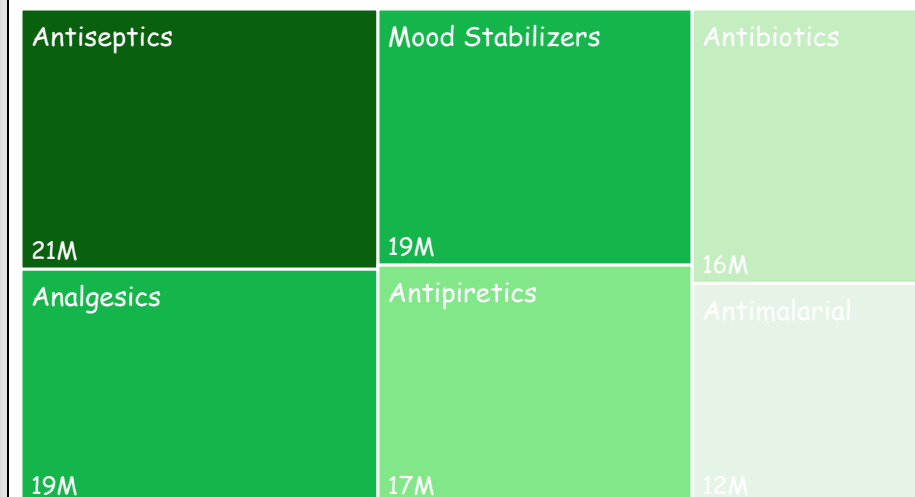
Total Quantity by Year



Total Sales Quantity by Sub-channel



Sum of Price by Product Class



Year

All

Month

All

Select Distributor

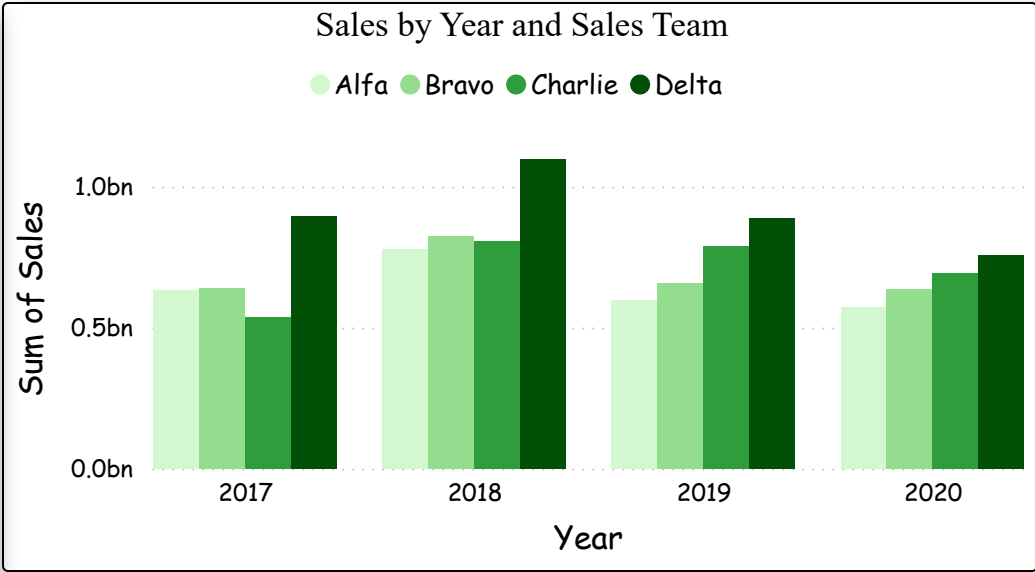
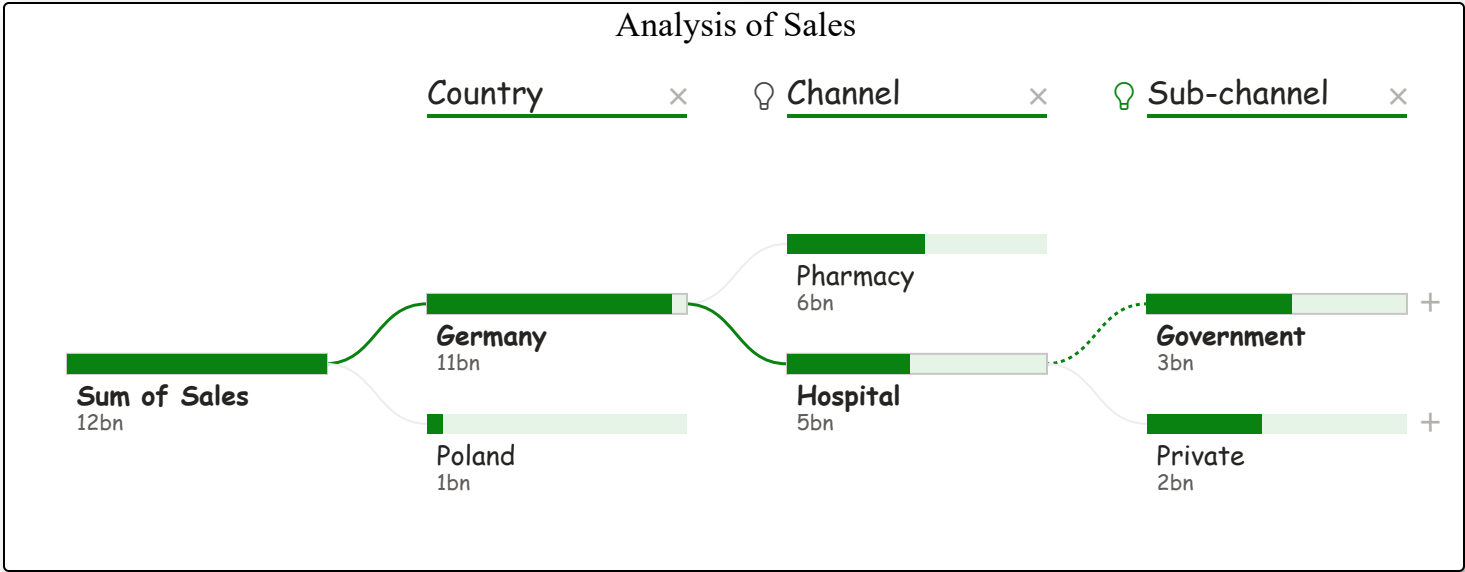
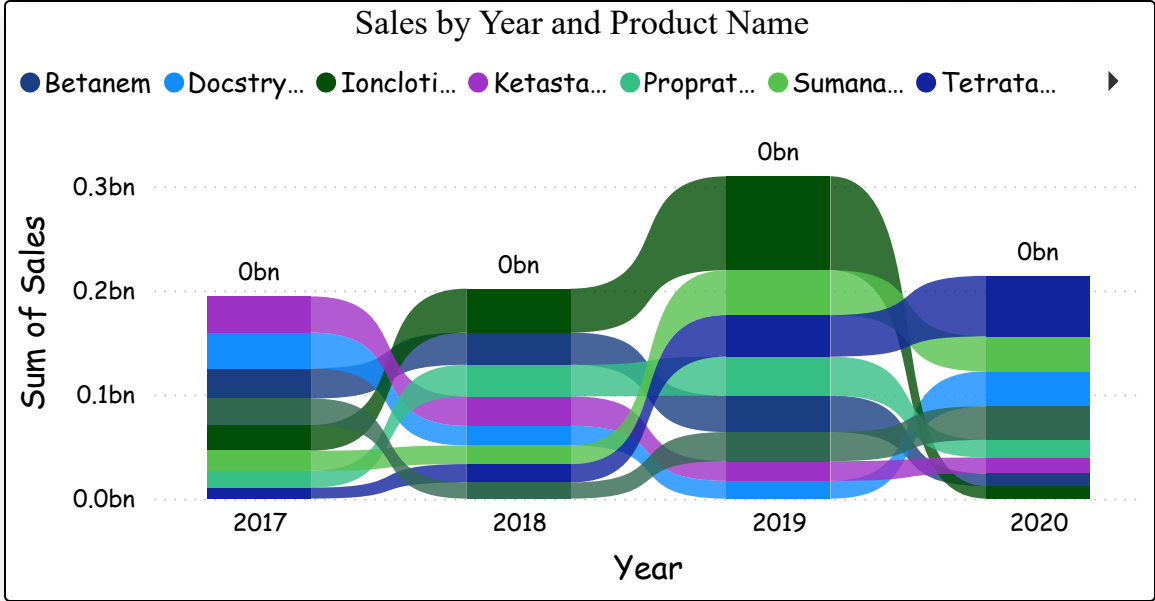
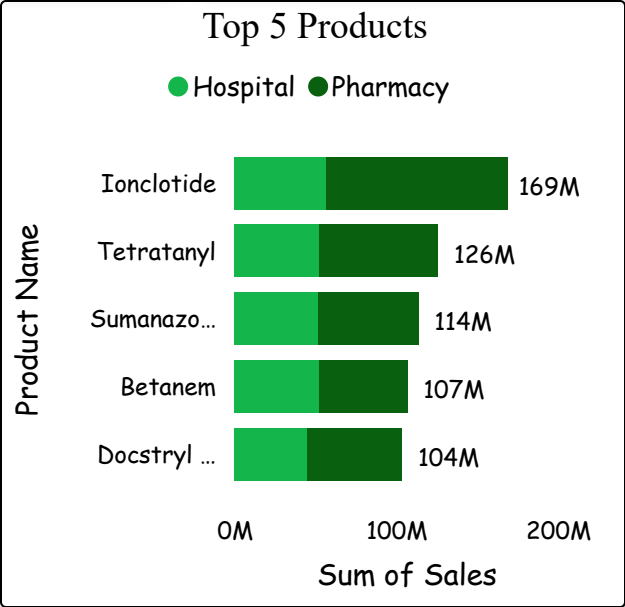
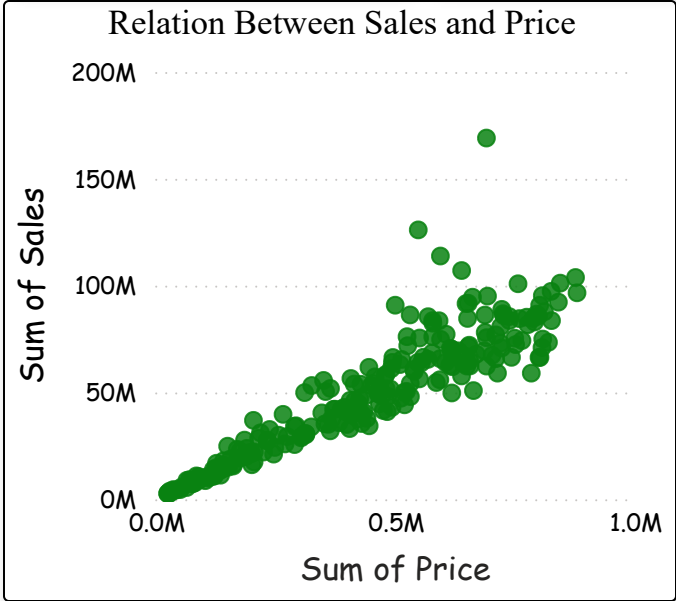
All

Select Channel

All

Select Manager

All

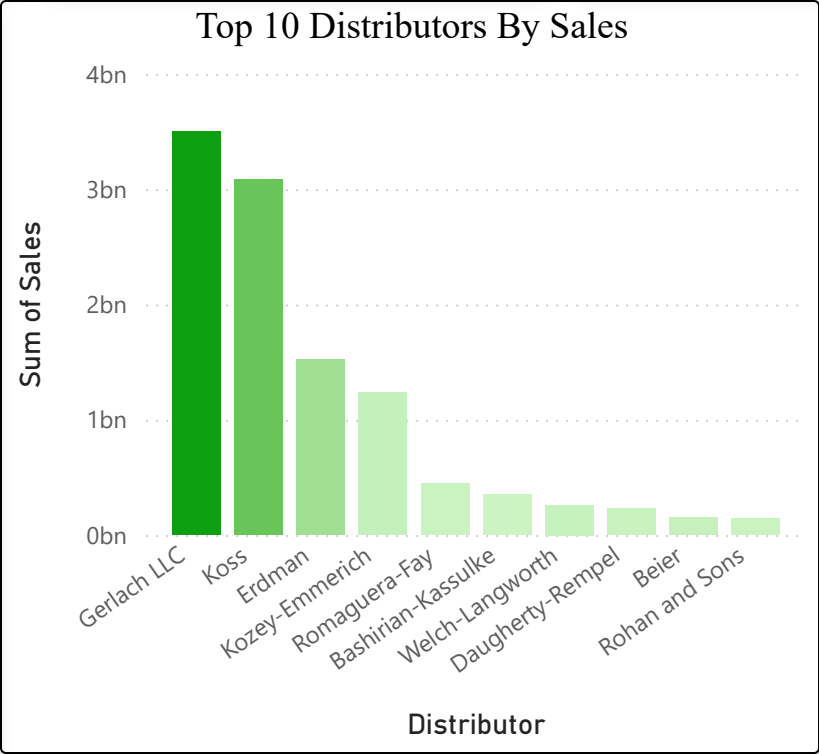
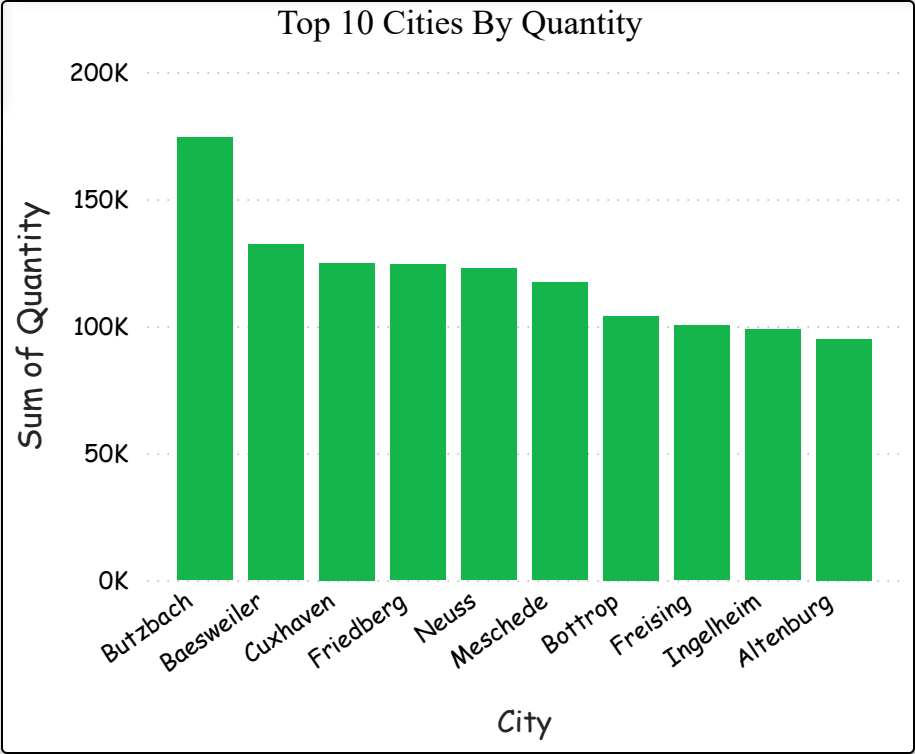
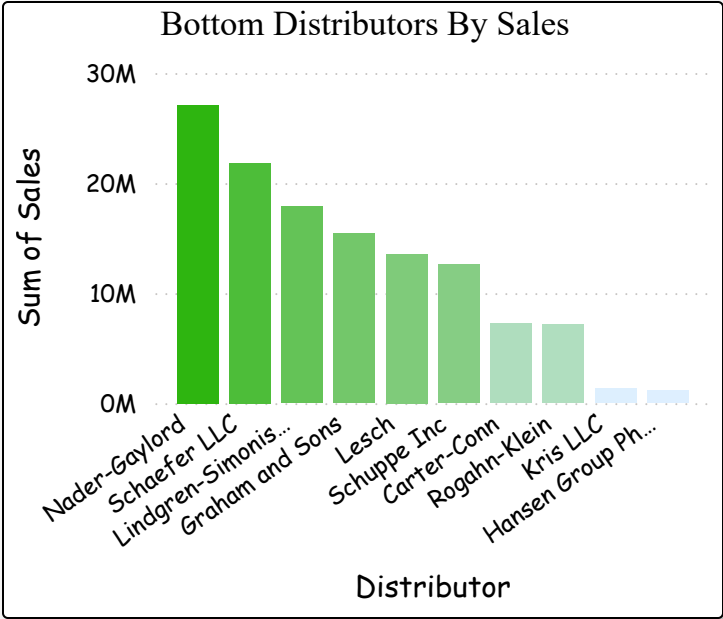


Rank Wise Sales Rep		
Rank by sales	Name of Sales Rep	Sum of Sales
1	Jimmy Grey	985969994
2	Abigail Thompson	981056993
3	Sheila Stones	958203898
4	Daniel Gates	950658635
5	Anne Wu	920168302
6	Morris Garcia	901195483
7	Stella Given	888340903
8	Jessica Smith	881698369
9	Steve Pepple	875449983
10	Mary Gerrard	875270763
11	Erica Jones	871372192
12	Thompson Crawford	866964886
13	Alan Ray	842637242
1		11798987643

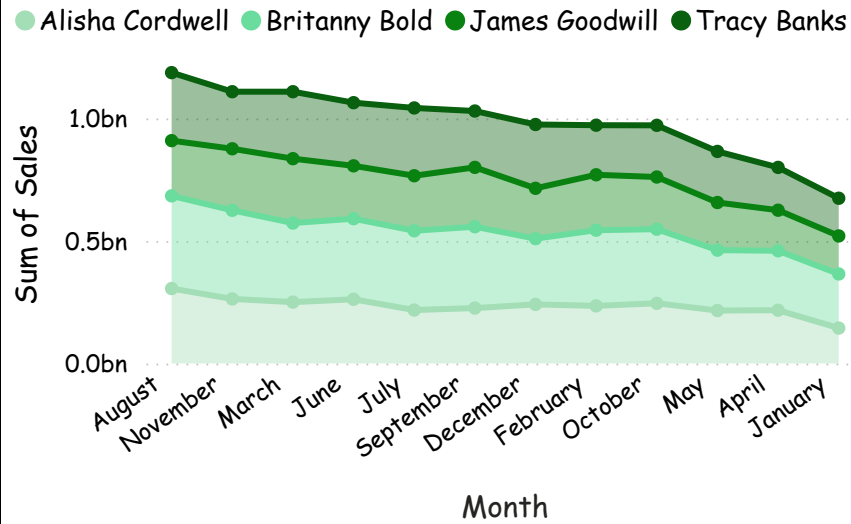
Top 10 Customers By Sales	
Customer Name	Sum of Sales
Gleichner, Bahringer and Morar Pharmaceutical Limited	43779381
Mills Inc Pharmaceutical Ltd	45939009
Moen, Murazik and Smith Pharm	50885320
Mraz-Kutch Pharma Plc	93561780
Parker, Green and Emmerich Pharma Plc	64890501
Reichel Inc	43495626
Romaguera, Moen and Hagenes Pharmacy	42066660
Streich PLC	44454616
Torphy, Pfeffer and Jakubowski Pharm	41514215
Zemlak-Witting	56006680
Total	526593788

Top 10 Cities By Sales	
City	Sum of Sales
Butzbach	93561780
Baesweiler	64890501
Cuxhaven	56006680
Friedberg	52183635
Altenburg	50885320
Emsdetten	45939009
Bottrop	44454616
Freising	43779381
Trier	43495626
Castrop-Rauxel	42066660
Total	537263208

Year
2017
2018
2019
2020



Month Wise Sales



Country Wise Sales

Name of Sales Rep	Germany	Poland	Total
Abigail Thompson	929427072	51629921	981056993
Alan Ray	791275670	51361572	842637242
Anne Wu	864742566	55425736	920168302
Daniel Gates	895102515	55556120	950658635
Erica Jones	820502748	50869444	871372192
Jessica Smith	832986878	48711491	881698369
Jimmy Grey	928946897	57023097	985969994
Mary Gerrard	827667029	47603734	875270763
Morris Garcia	844681901	56513582	901195483
Sheila Stones	903565539	54638359	958203898
Stella Given	840996144	47344759	888340903
Steve Pepple	826877568	48572415	875449983
Thompson Crawford	811335314	55629572	866964886
Total	11118107841	680879802	1179898764

3

Findings

Product Pricing and Sales Overview:

The average price of products across the entire period is \$412.. A total of 16M units were sold, generating a substantial revenue of \$12 billion.

Sales Contribution:

Among the 29 contributors, the **Delta Team** emerged as the most impactful, contributing a remarkable **\$4 billion** in sales, making it the top-performing sales team.

In terms of yearly contributions, **2018** stands out as the most successful year, with total sales reaching **\$4 billion**, the highest among the four years analyzed.

Product Class Performance:

Within the product classes, **Antiseptics**, **Mood Stabilizers**, and **Analgesics** were identified as the top contributors to sales, outperforming other product classes.

Sales by Subclass:

The subclasses **Retail** and **Government** demonstrated the highest sales, indicating strong demand within these sectors.

Top Selling Products:

The top five products by sales include **Ionclotide**, **Tetratanly**, **Sumanazole**, **Betanem**, and **Docstryl Rivacin**. These products have consistently shown superior market performance.

Key Distributors:

Gerlach LLC and **Koss** were identified as the leading distributors, contributing the highest sales volumes, highlighting their dominant position in the distribution network.