COMPANY PERFORMANCE DATA

PROJECT OBJECT:

This project analyzes a sample company's employee performance, department-wise sales, and productivity trends using python. The goal is to extract actionable insights to improve sales and business decisions.

TOOLS USED:

- Python
- Pandas
- Matplotlib
- Jupyter notebook

DATASETS DETAILS:

COLUMNS:

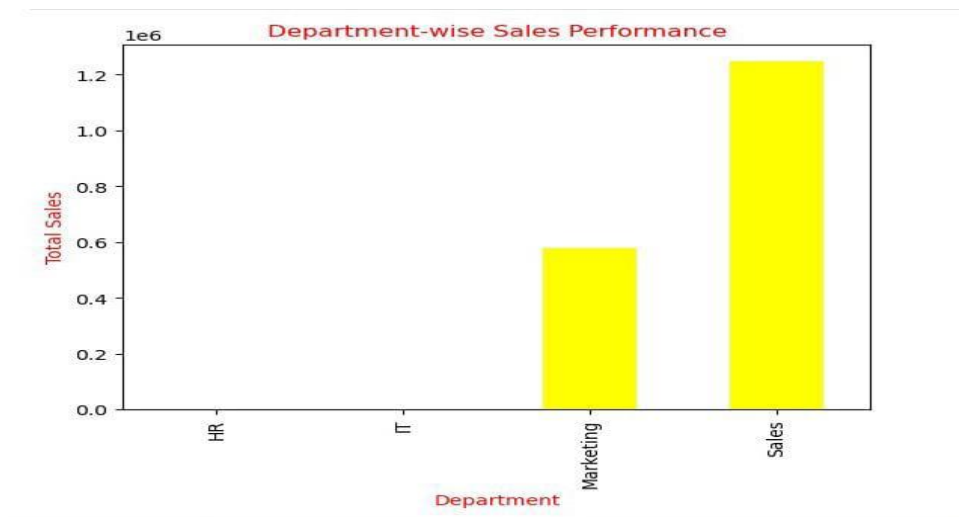|	employee_id	employee_name	department	designation	location	joining_date	monthly_salary	sales_amount	month	performance_rating
0	1	Abi	Sales	Sales Executive	Chennai	1/5/2023	25000	180000	Jan	4
1	2	Arun	Sales	Sales Executive	Bangalore	1/10/2023	26000	150000	Jan	3
2	3	Meera	Marketing	Marketing Analyst	Mumbai	2/15/2022	30000	120000	Jan	4
3	4	Karthik	HR	HR Executive	Hyderabad	3/20/2021	28000	0	Jan	5
4	5	Priya	Sales	Senior sales executive	Delhi	4/10/2020	40000	220000	Jan	5

STEPS PERFORMED:

1.Data Loading – Imported CSV into Python using Pandas

2.Data Cleaning & Check – Checked nulls and data types

3.Aggregation – Summed sales per department and month

4.Analysis :

- Department-wise total sales
- Top performing employees
- Average salary by department
- Performance rating distribution

5.Visualization :

Bar charts for department-wise sales

INSIGHTS:

- Sales department generates the highest revenue
- Senior sales executive outperform junior staff
- HR and IT departments do not contribute directly to sales
- High performance ratings align with high sales

BUSINESS RECOMMANDATIONS:

- Include scatter plot of month vs sales amount
- Include department-wise sales bar chart