**Technical task for position of Young Professional**

**Andhra Pradesh Centre for Financial Systems and Services (APCFSS)**

**Task**:

You are being provided with a csv file containing details of dummy liquor sales data of a company. This data contains details of ‘sales value’ & ‘volumes’ of 3 category of items ( category A/B/C ) across 2 years ( month wise).

You are assigned the task of analysing this data and presenting the insights to the MD of the company, in not more than 10 slides (PPT). The analysis may be conducted on any relevant data analysis program (STATA, R, Python or any other).

**Note :**

* Along with all other insights that you derive: please ensure you answer the following questions as well :
  + How many mandal’s are contributing to 60% of Sales Amount District wise?
  + What is correlation coefficient between Category A sales amount and Category B Sales amount?
  + Which district has highest sale volume in Q2 2022(April, May, June)?
  + What is the growth rate of sale volume from Q3 2021 to Q3 2022? Retailer Category Wise
  + Forecast the Sale volume for Q4 of FY 22-23 ( January to March 2023) Liquor Category wise
  + Which month has highest sale amount in District-C under Category B?
* Data to be presented visually wherever required ( graphs, charts, plots etc )

\*Sales Value : Amount in Rs.

\*Volume : No.of bottles sold