

Daily Power BI

Calculate Top Sales People by Profit Margin Growth

Question:

Calculate Top Sales People
by Profit Margin Growth

Step1: Calculate Total sales, Total Cost and Total Profits

Total Sales =

SUMX (Sales, Sales[Quantity] * RELATED (Products[Current Price]))

Total Costs =

SUMX (Sales, Sales[Quantity] * RELATED (Products[Cost]))

Total Profits =

[Total Sales] – [Total Costs]

Step2: Calculate Profit Margins

Total Profits =

DIVIDE ([Total Profits], [Total Sales], 0)

Profit Margins Last Quarter =

CALCULATE ([Profit Margins], DATEADD (Dates[Date], -1, QUARTER))

Margins Growth =

[Profit Margins] - [Profit Margins Last Quater]

Step3: Calculate Top 5 Margin Growth

Top 5 Margin Growth =

```
CALCULATE (  
    [Margins Growth],  
    TOPN ( 5, ALL ( SalesPeople[SalesPerson Name] ), [Margins Growth], DESC ),  
    VALUES ( SalesPeople[SalesPerson Name] )  
)
```

Results

Salesperson Name	Profit Margins	Profit Margins LQ	Margins Growth	Top 5 For Margin Growth
Andrew Bowman	33.5%	30.6%	2.9%	
Arthur McCoy	31.4%	36.3%	-5.0%	
Bobby Russell	31.4%	32.8%	-1.5%	
Brian Davis	33.7%	35.2%	-1.5%	
Brian Hansen	28.9%	37.3%	-8.4%	
Brian Thomas	31.6%	32.9%	-1.2%	
Carl Elliott	31.0%	29.1%	1.8%	
Carl Hall	36.5%	34.1%	2.4%	
Charles Harper	35.7%	29.9%	5.8%	5.8%
Christopher Tucker	31.5%	32.1%	-0.6%	
Clarence Fox	34.1%	33.3%	0.8%	
Ernest Wagner	27.2%	32.4%	-5.2%	
Ernest Wheeler	31.4%	31.3%	0.1%	
Eugene Holmes	33.2%	31.6%	1.5%	
Fred Robertson	31.1%	33.0%	-1.9%	
Gary Rodriguez	39.9%	29.7%	10.2%	10.2%
Henry Nelson	28.1%	30.0%	-1.9%	
Howard Gardner	36.6%	33.7%	2.9%	
Howard Sims	33.9%	36.3%	-2.4%	
Jeremy Mendoza	33.8%	32.4%	1.4%	
Jerry Perry	33.9%	28.2%	5.7%	5.7%
Jimmy Young	34.6%	30.4%	4.2%	
Joe Sims	30.2%	31.8%	-1.6%	
John Reyes	34.7%	32.3%	2.5%	
Joshua Cook	36.4%	29.1%	7.3%	7.3%
Joshua Taylor	34.4%	31.5%	2.9%	
Justin Lynch	32.1%	31.2%	0.9%	
Kenneth Bradley	33.7%	29.2%	4.5%	
Kenneth Fields	29.3%	29.5%	-0.2%	



Thank You