Sum of revenue by year_established

Sum of revenue (y-axis): 0K, 2K, 4K, 6K
year_established (x-axis): 1985, 1990, 1995, 2000, 2005, 2010, 2015

Data labels: 0.4K, 5.3K, 1.7K, 6.2K, 4.0K, 6.4K, 0.1K, 0.1K, 0.5K, 0.0K, 0.1K
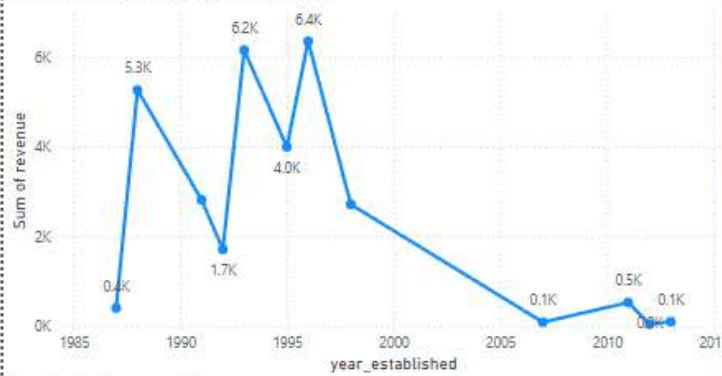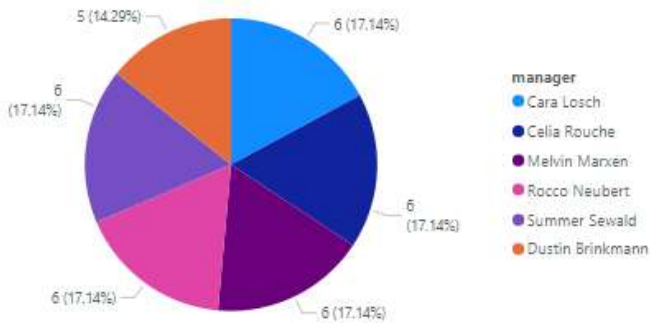
Count of sales_agent by manager and regional_office

| Cara Losch | Melvin Marxen | Summer Sewald |
| East 6 | Central 6 | West 6 |

| Celia Rouche | Rocco Neubert | Dustin Brinkmann |
| West 6 | East 6 | Central 5 |

Tooltip:
manager — Summer Sewald
regional_office — West
Count of sales_agent — 6

Count of sales_agent by manager

5 (14.29%)
6 (17.14%)
6 (17.14%)
6 (17.14%)
6 (17.14%)
6 (17.14%)

manager
- Cara Losch
- Celia Rouche
- Melvin Marxen
- Rocco Neubert
- Summer Sewald
- Dustin Brinkmann
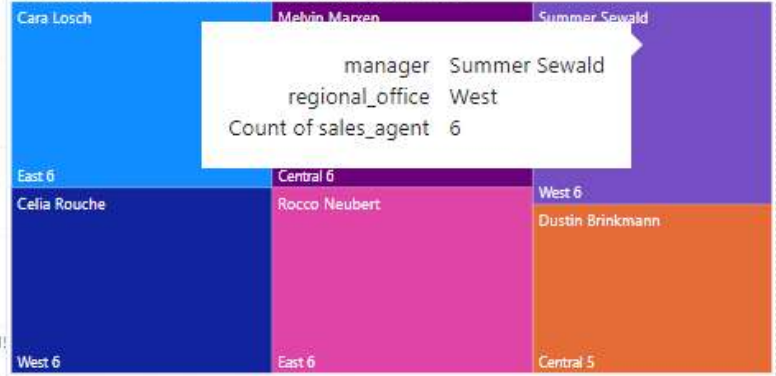
Sum of sales_price by product and series

Sum of sales_price (y-axis): 0K, 10K, 20K
series (x-axis):
- GTK / GTK 500 — 27K
- GTX / GTX Basic — 1K
- GTX / GTX Plus Ba... — 1K
- GTX / GTX Plus Pro — 5K
- GTX / GTX Pro — 5K
- MG / MG Advanced — 3K
- MG / MG Special — 0K

Sum of sales_price by product

27K (GTK 500)
5K (GTX Plus Pro)
5K (GTX Pro)
3K (MG Advanced)
1K (GTX Plus Basic)
1K (GTX Basic)
0K (MG Special)
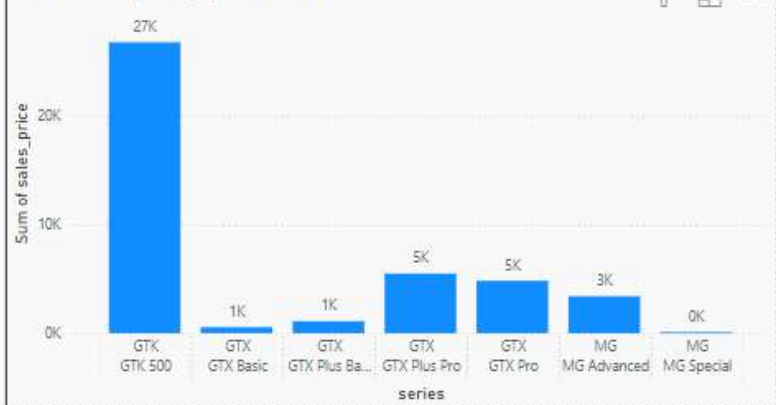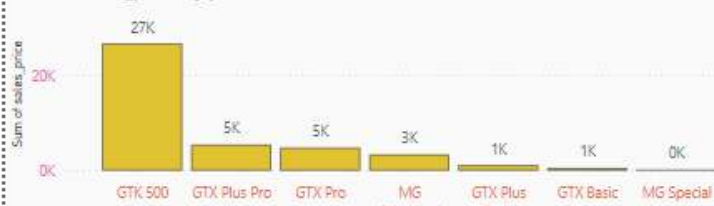
Sum of employees by account

account	Sum of employees
Scotfind	16.8K
Treequote	8.6K
Funholding	7.2K
Cheers	6.5K
Faxquote	5.6K
Donquadtech	3.2K
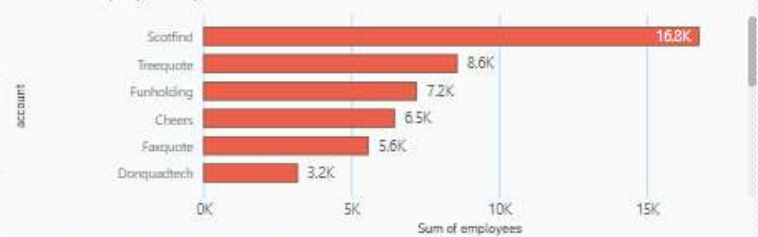
Count of sales_agent by regional_office and manager

manager: ● Cara Losch ● Celia Rouche ● Dustin Brink... ● Melvin Marxen ● Rocco Neub... ● Summer Se...

regional_office	values
East	6 / 6
West	6 / 6
Central	6 / 5

Sum of year_established by account

Accounts (left to right): Dalltechnology, Scottech, Iselectrics, Gogozoom, Codehow, Scotfind, dambase, Faxquote, Bluth Company, Cheers, Vehement Cap..., Donquadtech, Funholding, Treequote, Nam-zim
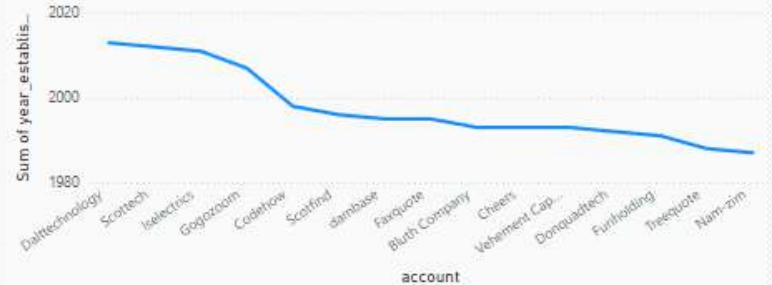
Sum of revenue by account and employees

4.3K, 2.7K, 0.1K, 2.2K, 1.7K, 1.8K, 2.8K, 0.1K, 0.5K, 0.4K, 6.4K, 0.0K, 5.3K, 0.6K
1.2K

employees	account
3027	Blut...
6472	Chee...
2641	Cod...
96	Daltt...
2928	dam...
3194	Don...
5595	Faxq...
7227	Funh...
187	Gog...
1428	Isele...
1179	Nam...
16780	Scotf...
100	Scot...
8595	Tree...
883	Vehe...

Count of sector by sector

sector	count
software	3 (20%)
technolgy	3 (20%)
telecommunications	3 (20%)
finance	2 (13.33%)
marketing	2 (13.33%)
entertainment	1 (6.67%)
services	1 (6.67%)
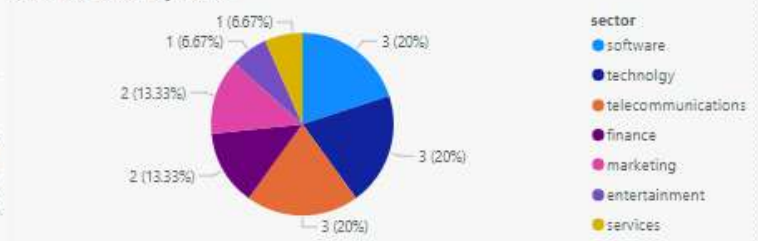
products ···
- product
- sales_price
- series

Collapse ∧

data_dictionary ···
- Description
- Field
- Table

Collapse ∧

accounts ···
- account
- ∑ employees
- office_location
- ∑ revenue
- sector
- subsidiary_of
- ∑ year established

Collapse ∧

sales_pipeline ···
- account
- 📅 close_date
- ∑ close_value
- deal_stage
- 📅 engage_date
- opportunity_id
- product
- sales agent

Collapse ∧

sales_teams ···
- manager
- regional_office
- sales_agent

Collapse ∧

1

*

*

1
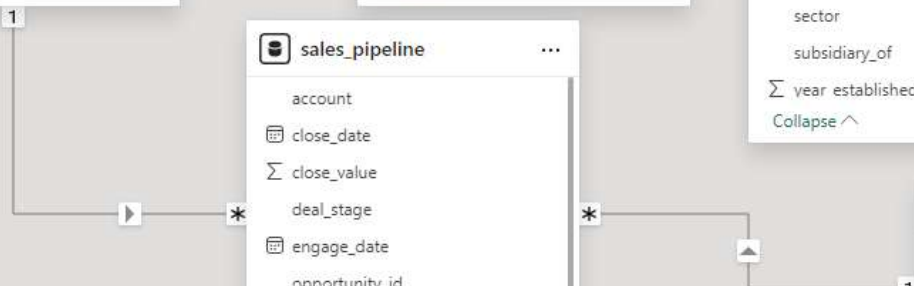
Conclusion

Sales Data Analysis Conclusion

The sales data analysis has provided insightful information about the company's performance across various metrics. Here are the key findings and actionable recommendations based on the dashboard analysis:

Key Findings

1. **Top-Performing Product:**
   o The highest-selling product is **GTK500**, which significantly outperformed other products in terms of sales volume.
2. **Sales Agents by Region:**
   o The **East and West regional offices** have the highest count of sales agents, indicating robust sales operations in these regions.
3. **Top Revenue-Generating Employee:**
   o Employee ID **16780** has earned the highest revenue, showcasing exceptional sales performance.
4. **Best Revenue Year:**
   o The year **1996** recorded the highest revenue, suggesting that the strategies implemented during this period were highly effective.
5. **Largest Employee Base:**
   o The **Scotfind account** has the highest total number of employees, indicating a significant resource allocation.

File   Home   Help   Table tools

Name | sales_pipeline

Mark as date table — Structure — Calendars

Manage relationships — Relationships

New measure   Quick measure   New column   New table — Calculations

Data

Search

> accounts
> data_dictionary
> products
> sales_pipeline
> sales_teams

opportunity_id	sales_agent	product	account	deal_stage	engage_date	close_date	close_value
TCHFT25B	Darcel Schlecht	GTX Basic	Stanredtax	Lost	Monday, 14 November, 2016	Wednesday, 8 March, 2017	0
6ROE09W5	Rosalina Dieter	GTX Basic	Plexzap	Lost	Wednesday, 16 November, 2016	Saturday, 11 March, 2017	0
XK668R7C	Darcel Schlecht	GTX Basic	Dontechi	Lost	Saturday, 3 December, 2016	Sunday, 12 March, 2017	0
2LP5SUR5	Lajuana Vencill	GTX Basic	Treequote	Lost	Sunday, 11 December, 2016	Thursday, 9 March, 2017	0
ALW92XQL	Gladys Colclough	GTX Basic	Isdom	Lost	Tuesday, 20 December, 2016	Saturday, 25 March, 2017	0
TJ6ZA1M3	Kary Hendrixson	GTX Basic	Dalttechnology	Lost	Tuesday, 20 December, 2016	Tuesday, 7 March, 2017	
2DKO9X1T	Jonathan Berthelot	GTX Basic	Rundofase	Lost	Wednesday, 21 December, 2016	Friday, 10 March, 2017	
IBDEQVBN	Kary Hendrixson	GTX Basic	Faxquote	Lost	Wednesday, 21 December, 2016	Tuesday, 28 March, 2017	0
S91N9VBL	Vicki Laflamme	GTX Basic	Sunnamplex	Lost	Wednesday, 21 December, 2016	Wednesday, 8 March, 2017	0
LWPJEV3U	Niesha Huffines	GTX Basic	Domzoom	Lost	Saturday, 24 December, 2016	Friday, 10 March, 2017	0
GK8YD2XW	Darcel Schlecht	GTX Basic	Rangreen	Lost	Monday, 26 December, 2016	Thursday, 23 March, 2017	0
77ZECYVJ	Kary Hendrixson	GTX Basic	Finjob	Lost	Tuesday, 3 January, 2017	Friday, 17 March, 2017	0
85XNDIK1	Kary Hendrixson	GTX Basic	Blackzim	Lost	Thursday, 5 January, 2017	Thursday, 30 March, 2017	0
R0W6A9BG	Lajuana Vencill	GTX Basic	Treequote	Lost	Friday, 6 January, 2017	Wednesday, 10 May, 2017	0
P5EGQ0HI	Lajuana Vencill	GTX Basic	Zumgoity	Lost	Friday, 6 January, 2017	Monday, 20 March, 2017	0
S3XI6YB3	Versie Hillebrand	GTX Basic	Domzoom	Lost	Friday, 6 January, 2017	Friday, 24 March, 2017	0
XC4LTIEO	Lajuana Vencill	GTX Basic	Conecom	Lost	Tuesday, 10 January, 2017	Tuesday, 2 May, 2017	0
977FJ9QQ	Boris Faz	GTX Basic	The New York Inquirer	Lost	Wednesday, 18 January, 2017	Wednesday, 29 March, 2017	0
D7H1EGS9	Zane Levy	GTX Basic	Lexiqvolax	Lost	Friday, 20 January, 2017	Monday, 20 March, 2017	0
N852D2Z8	Zane Levy	GTX Basic	Scotfind	Lost	Monday, 23 January, 2017	Thursday, 30 March, 2017	0
4FAEDB16	Markita Hansen	GTX Basic	J-Texon	Lost	Wednesday, 25 January, 2017	Monday, 22 May, 2017	0
AWDOKG69	Garret Kinder	GTX Basic	Bluth Company	Lost	Friday, 27 January, 2017	Wednesday, 10 May, 2017	0
R8XWRHBJ	Jonathan Berthelot	GTX Basic	Rundofase	Lost	Sunday, 29 January, 2017	Monday, 6 March, 2017	0
WAK39GNG	Zane Levy	GTX Basic	Scotfind	Lost	Wednesday, 1 February, 2017	Wednesday, 29 March, 2017	0

Name   sales_pipeline
Storage mode   Import
Data refreshed   2/8/2024, 2:28:42 pm

Table: sales_pipeline (6,711 rows)

Search   28°C Light rain   ENG 10:39 PM