# # Backend Development Exercise: Sales Team Performance Analysis Using LLM

# ## Objective

# The objective of this project is to develop a backend system that uses a Large Language Model (LLM) to analyze sales data and provide detailed feedback on both individual sales representatives and overall team performance.

# ## Features

# - \*\*Data Ingestion\*\*: Flexible mechanism to ingest sales data in CSV or JSON formats.

# - \*\*LLM Integration\*\*: Uses a GPT-based model to analyze data and generate insights.

# - \*\*API Endpoints\*\*: Provides multiple RESTful API endpoints for querying performance feedback.

# - \*\*Feedback Generation\*\*: Generates qualitative feedback and actionable insights using LLM based on sales data.

# ## Folder Structure

```bash

SAMIYA/

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├── coding/

│ ├── api\_collection/ # Contains Postman collections for testing API endpoints

│ ├── api\_test\_scenarios/ # Test scenarios for API validation

│ ├── data/ # CSV dataset files containing sales data

│ ├── requirements.txt # List of dependencies required for the project

│ ├── README.md # Project documentation

## Setup and Run Instructions

1. Clone the repository:

git clone <repository-url>

Navigate to the project directory: bash cd sales\_performance

Install dependencies: pip install -r requirements.txt

Set OpenAI API key in app.py.

Run the Flask app: python app.py

Access the API endpoints at <http://127.0.0.1:5000/>.