

## Sales Report Summary **1. Data Cleaning**

- Missing values handled
- Date formatted
- Duplicates removed
- Revenue column created

## **2. Product Insights**

Top 5 Products: T-Shirt, Laptop, Notebook, Table, Chair

Top Revenue Categories: Electronics, Furniture, Stationary, Clothing

## **3. Region Analysis**

South and North lead revenue; West needs improvement.

## **4. Sales Representative Performance**

Best reps: Ethan, Charlie, Alice

## **5. Recommendations**

- Improve weak regions
- Promote high-margin items
- Train sales team
- Seasonal inventory planning
- Customer retention programs