a. Overall profit percentage and commission for sales against each sales representative

Sales Rep	Sum of Profit	Sum of ProfitPercentage	Sum of Commision
Ben	5311.01	4.68%	1,135.59
Jacob	5674.30	5.00%	1,132.93
Total	**10985.31**	**9.69%**	**2,268.52**

the sales representative charge 2% of commision for every transaction, we frame a column with query (Commision = Sheet1[Profit]*0.02)

Sales representative-wise total
number of work shifts (monthly basis)
and work shifts (day & night) trends
against the sales representative

Count of Shift by Sales Rep and Shift

Shift ● Day ● Night
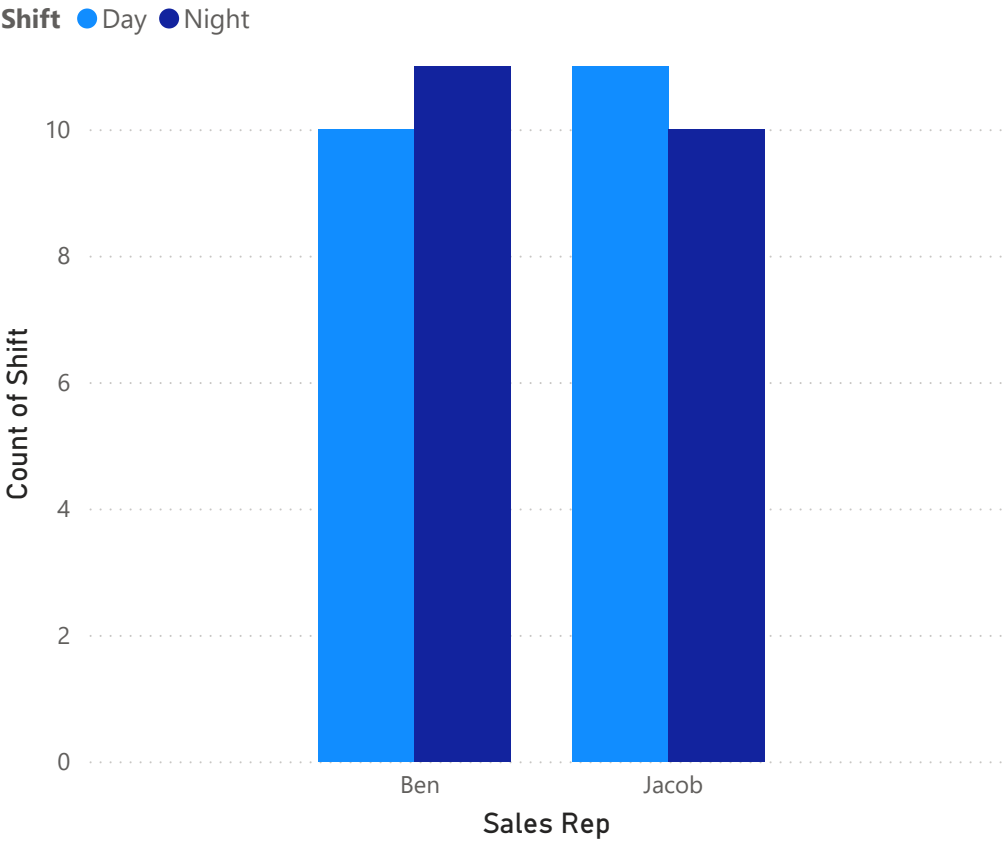
Month

July

August

What are the areas you find for further improvement in terms of business product sales?

In the given data the profit percentage is not satisfactory and can be worked on. As compared to Ben, Jacob has slightly higher profit so we can say that Jacob shall be deployed in those shifts when the market is most active.

Is there any additional impact you find in business in terms of product sales trends?

From the below given graph we observe that the Jacob has better sales even though the sales decremented slightly during the month of August. Hence we can say that most number of products were sold during day time as Jacob was mostly active during daytime.

In which work shift does the sales representative mostly work?

By observing the insights, the total number of shifts of each Sales representative shift is same.Ben completes 17 shifts in Daytime and 27 shifts in the Night.While Jacob completes 27 shifts in daytime and 17 shifts during night.

Sum of Quantity Sold wise sales by Month and Sales Rep

Sales Rep ● Ben ● Jacob