

Sales Performance Analysis & Forecasting Dashboard

Year

- ☐ 2018
- ☒ 2019
- ☐ 2020
- ☐ 2021



TOTAL PROFIT
3.76M



PROFIT MARGIN
0.3



TOTAL SALES
11.57M

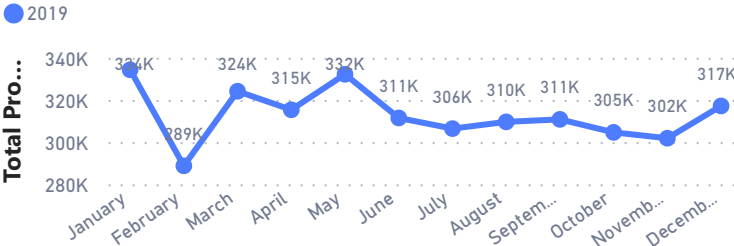


AVERAGE SALES
257.01K

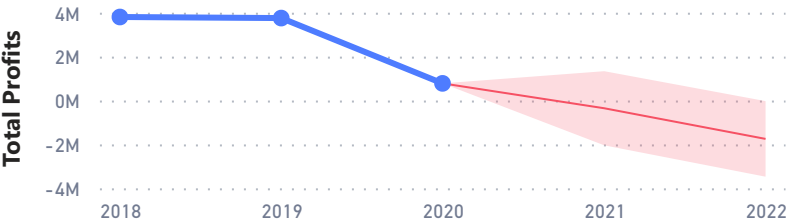


7.81M

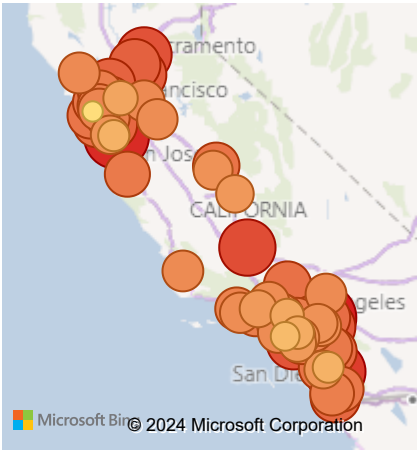
SALES PERFORMANCE HISTORICAL TREND IN PROFIT



SALES PERFORMANCE FORECAST JUN 2020 - DEC 2021 IN PROFIT



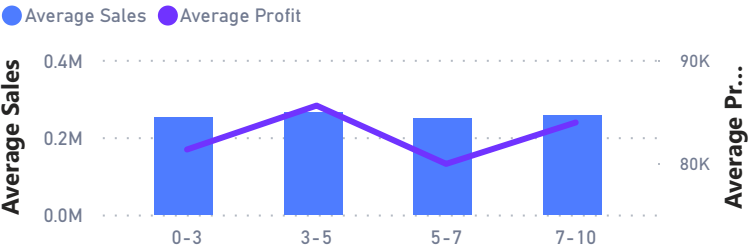
SALES PERFORMANCE SEGMENTED BY CITIES IN CALIFORNIA (IN PROFIT)



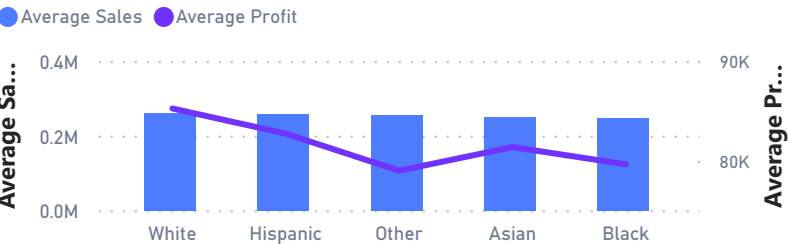
SALES PERFORMANCE SEGMENTED BY SALESPERSON ETHNICITY

Supervisor ID	Average Profit	Average Sa
EE9659	96,393.00	292,337
EE3808	88,376.00	285,157
EE5378	89,061.50	276,476
EE5815	87,726.00	272,682
EE5462	86,568.00	269,439
EE5609	89,165.00	266,516
EE8713	84,380.67	263,876
EE1661	85,978.40	263,334
EE7745	84,358.22	257,739
EE5697	82,914.33	255,759
EE2790	78,020.75	241,565
EE3489	76,312.00	241,286
EE3518	82,168.00	241,051
Total	83,480.11	257,012

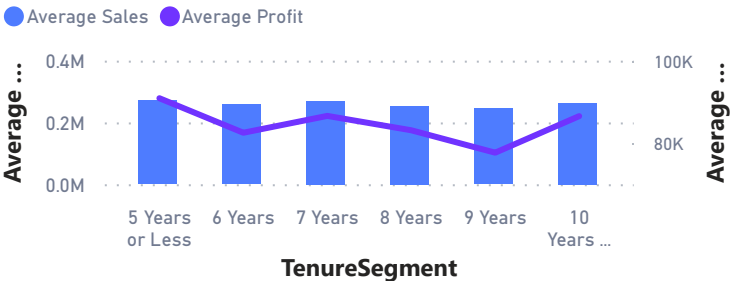
SALES PERFORMANCE SEGMENTED BY TRAINING COURSE COMPLETION



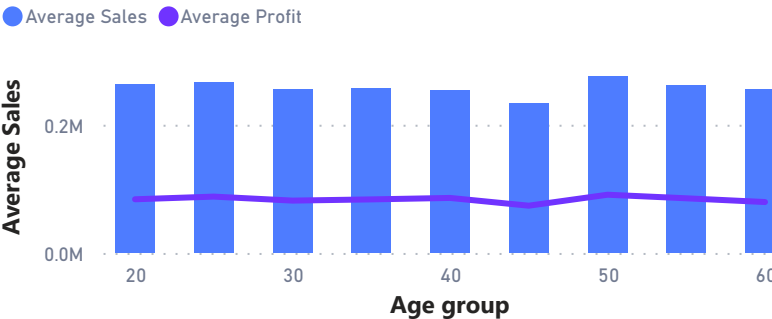
SALES PERFORMANCE SEGMENTED BY SALESPERSON ETHNICITY



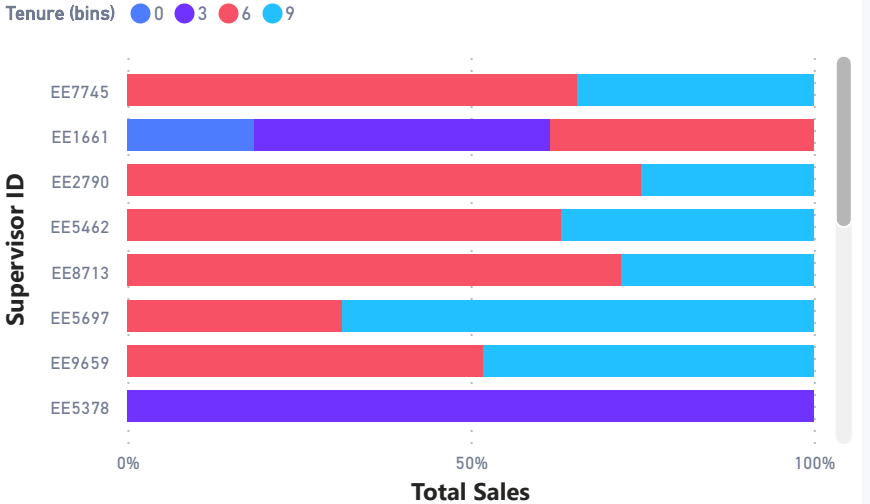
SALES PERFORMANCE SEGMENTED BY SALESPERSON TENURE



SALES PERFORMANCE SEGMENTED BY SALESPERSON AGE



Total Sales by Supervisor ID and Tenure (bins)



Sales Performance Scenario Analysis Dashboard

Metric Change

Percent Cost Changes

- ☒ - 15%
- ☐ - 10%
- ☐ - 5%
- ☐ 5%
- ☐ 10%
- ☐ 15%
- ☐ 20%

Percent Price Changes

- ☐ - 15%
- ☐ - 10%
- ☐ - 5%
- ☐ 5%
- ☐ 10%
- ☐ 15%
- ☒ 20%

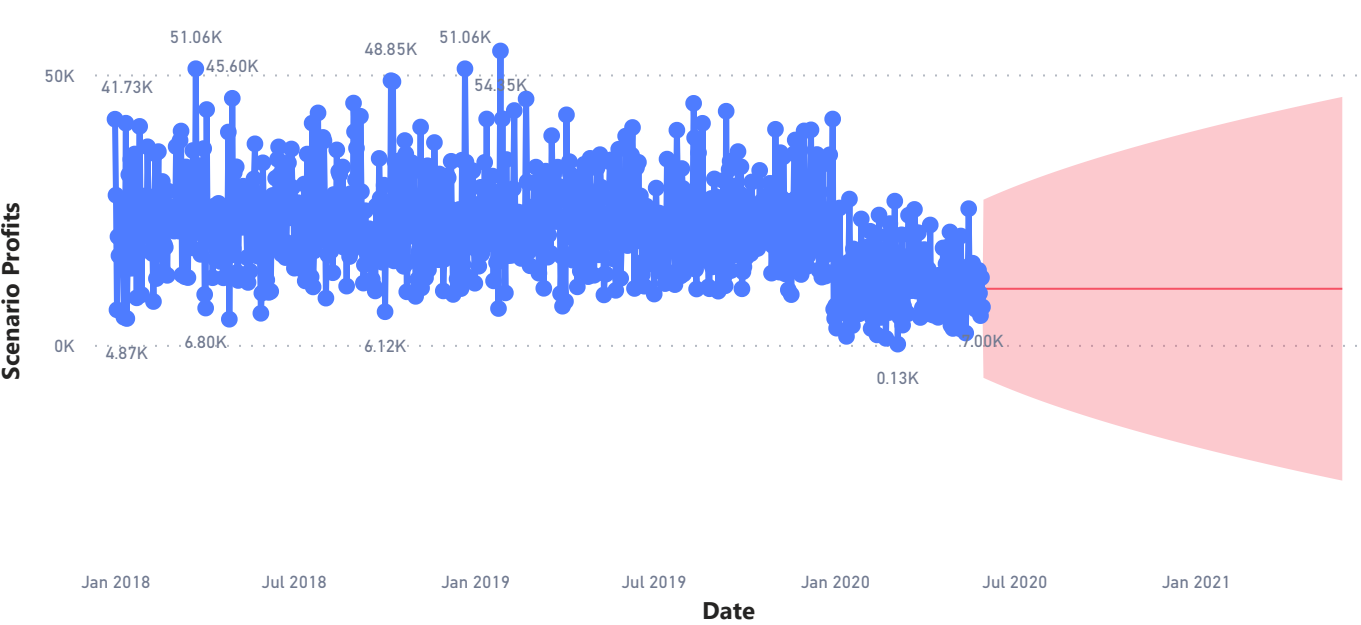
Percent Demand Changes

- ☐ - 10%
- ☐ - 5%
- ☐ 5%
- ☐ 10%
- ☒ 15%

Scenario Profits

Year	Month	Day	Scenario Profits
2018	January	1	41,730.28
2018	January	2	27,680.96
2018	January	3	6,476.80
2018	January	4	20,018.11
2018	January	5	16,496.98
2018	January	6	19,819.50
2018	January	7	26,799.83
2018	January	8	26,698.80
2018	January	9	21,795.55
2018	January	10	5,123.60
2018	January	11	13,818.00
2018	January	12	40,989.62
2018	January	13	4,871.57
2018	January	14	17,621.34
2018	January	15	31,465.84
2018	January	16	26,968.30
2018	January	17	34,301.68
2018	January	18	14,165.01
2018	January	19	22,918.64
2018	January	20	20,345.46
2018	January	21	35,294.48
2018	January	22	20,848.12
2018	January	23	8,695.84
2018	January	24	24,238.55
2018	January	25	26,798.34
2018	January	26	40,402.20
2018	January	27	22,418.96
2018	January	28	8,288.74
Total			18,484,792.03

Scenario Profits Forecast by Date



18.48M
Scenario Profits

20%
Percent Price Changes

-15%
Percent Cost Changes

15%
Percent Demand Changes