**📘 Data Catalog for Gold Layer Views**

**🧩 gold.dim\_full – Dimension View**

| **Column Name** |  |  |  | **Data Type** |  |  |  |  | **Description** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| account |  |  |  | VARCHAR(100) |  |  |  |  | Name of the company or client |
| sector |  |  |  | VARCHAR(50) |  |  |  |  | Industry to which the account belongs |
| year\_established |  |  |  | INT |  |  |  |  | Year the account/company was founded |
| revenue |  |  |  | DECIMAL(12,2) |  |  |  |  | Annual revenue generated by the company |
| employees |  |  |  | INT |  |  |  |  | Number of employees in the organization |
| office\_location |  |  |  | VARCHAR(100) |  |  |  |  | Location of the company’s main office |
| subsidiary\_of |  |  |  | VARCHAR(100) |  |  |  |  | Parent company name if the account is a subsidiary |
| product |  |  |  | VARCHAR(100) |  |  |  |  | Product involved in sales opportunities |
| series |  |  |  | VARCHAR(50) |  |  |  |  | Product line or category |
| sales\_price |  |  |  | DECIMAL(10,2) |  |  |  |  | Standard price of the product |
| sales\_agent |  |  |  | VARCHAR(100) |  |  |  |  | Name of the salesperson handling the opportunity |
| manager |  |  |  | VARCHAR(100) |  |  |  |  | Reporting manager of the sales agent |
| regional\_office |  |  |  | VARCHAR(50) |  |  |  |  | Geographic region or office associated with the agent |

**📊 gold.fact\_full – Fact View**

| **Column Name** | **Data Type** |  |  |  |  | **Description** |
| --- | --- | --- | --- | --- | --- | --- |
| opportunity\_id | VARCHAR(20) |  |  |  |  | Unique ID for each sales opportunity |
| account | VARCHAR(100) |  |  |  |  | Linked account for the opportunity (FK to dim\_full) |
| product | VARCHAR(100) |  |  |  |  | Product involved in the deal (FK to dim\_full) |
| sales\_agent | VARCHAR(100) |  |  |  |  | Salesperson responsible for the opportunity (FK to dim\_full) |
| engage\_date | DATE |  |  |  |  | Date when the opportunity was first engaged |
| close\_date | DATE |  |  |  |  | Date when the opportunity was closed |
| close\_value | DECIMAL(12,2) |  |  |  |  | Final value of the deal when closed |
| deal\_stage | VARCHAR(50) |  |  |  |  | Current stage in the sales pipeline (e.g., Proposal, Closed Won) |
| sector | VARCHAR(50) |  |  |  |  | Industry category (duplicated from dimension for reporting) |
| series | VARCHAR(50) |  |  |  |  | Product line/category |
| regional\_office | VARCHAR(50) |  |  |  |  | Region where the sale originated |
| deal\_duration\_days | INT |  |  |  |  | Days taken from engagement to closure |
| revenue\_segment | VARCHAR(20) |  |  |  |  | Categorized revenue (High, Medium, Low) |
| revenue\_per\_employee | FLOAT |  |  |  |  | Efficiency metric showing revenue per employee |
| sale\_month | VARCHAR(7) |  |  |  |  | Month of deal closure in YYYY-MM format |
| win\_flag | INT (0 or 1) |  |  |  |  | Binary flag if deal was 'Closed Won' |