**Dear ECO/CMO,**

**I am Sudheer N Poojari, and I would like to present my analysis of your company's data. Here are the key findings from the four charts in my Tableau dashboard:**

**1. Revenue trend: The data shows that the first eight months of sales from January to August were very stable, with an average of 6.5 M $ per month. Revenue starts to increase in September, with a 40% growth from the previous month, and reaches a peak of 1.5 million $ in November. This suggests that sales are seasonal, with the last four months of the year being the most profitable.**

**2. Top 10 countries with potential for growth: Based on the data, countries like the Netherlands, Ireland, Germany, and France have high sales and revenue potential. I recommend focusing on these countries to capture the market and increase demand.**

**3. Top 10 consumers: The top 10 consumers' purchases show that there is not much difference between their spending, indicating that the company is not heavily reliant on a few consumers for revenue. This suggests that the state of the business is positive, and consumers' bargaining power is limited.**

**4. Sales revenue by region: The map chart shows that the majority of sales revenue comes from the European region, with countries like the Netherlands, Ireland, Germany, France, and Australia generating significant profits. The company should invest more in these countries to increase product demand. There is no market for the items in Africa or Asia, and sales revenues and profitability might increase with a fresh strategy focused on these areas.**

**Thank you for your time, and I am happy to answer any questions or provide additional information if needed.**

**Best regards, Sudheer N Poojari**