

# Pharmaceuticals Sales Analysis



# Executive Summary



City  
City  
All

Total Sales

\$11.94bn

Quantity Sold

29M

Top Product Class

Analgesics

\$2,40,28,98,794

Top Product

Ionclotide

\$17,03,34,033

Top City

Butzbach

\$9,49,67,916

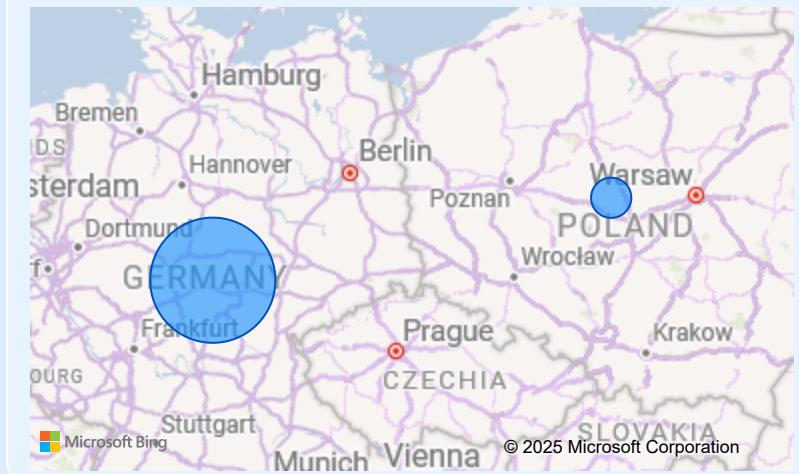
Sales by Month



Sales by Year

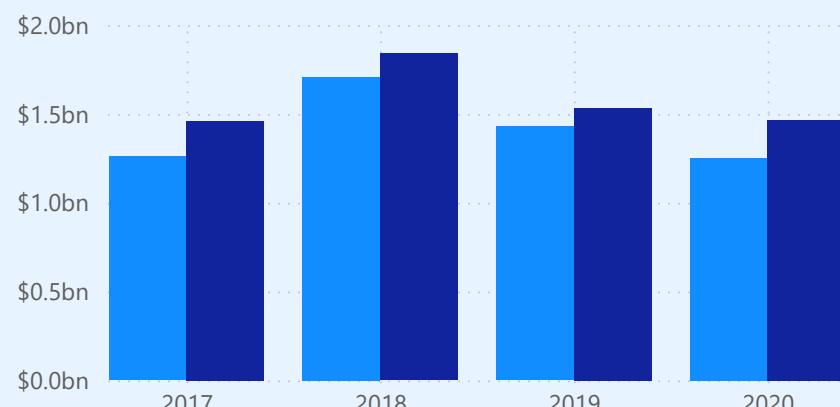


Sales by Country

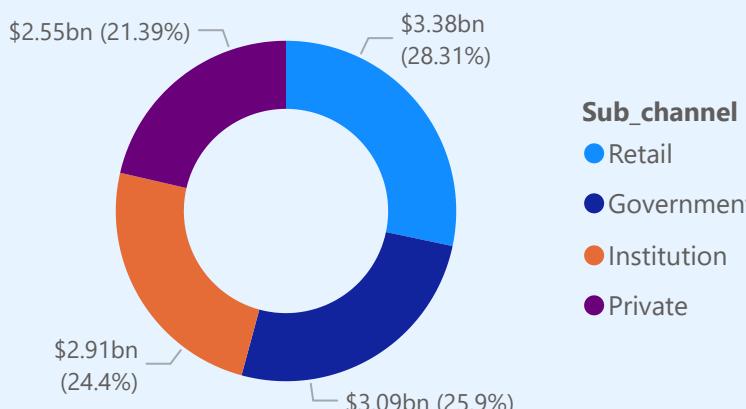


Sales by Year and Channel

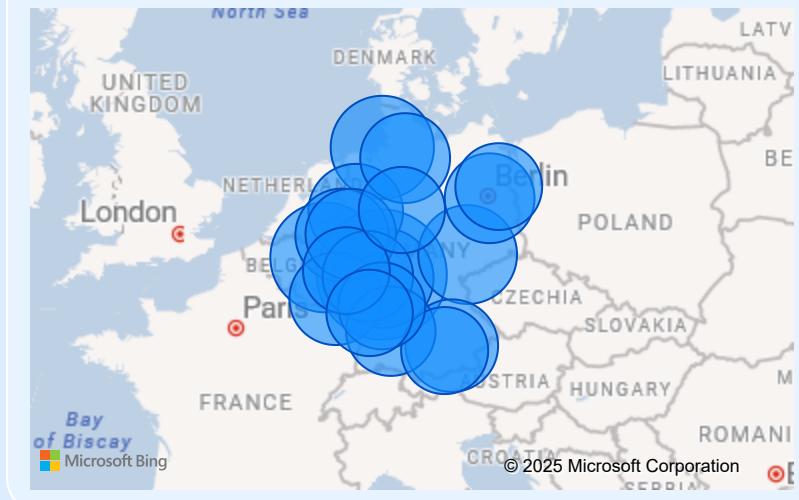
Channel • Hospital • Pharmacy



Sales by Sub-Channel



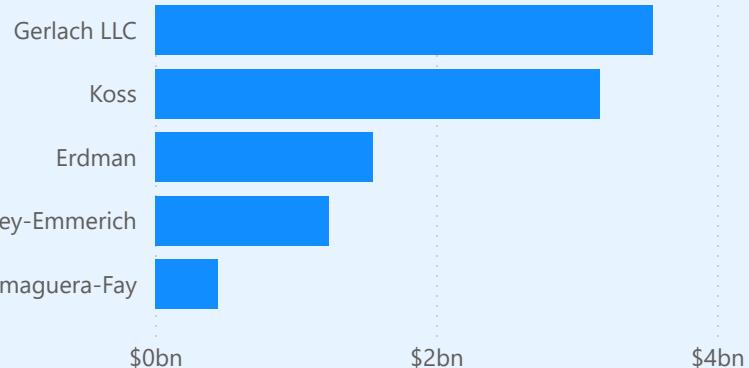
Sales by City



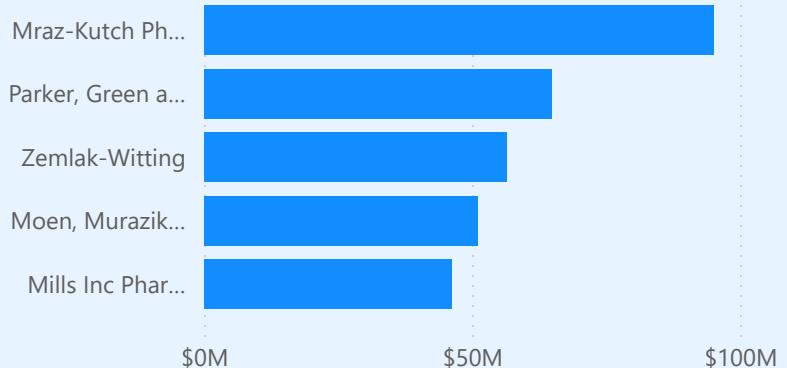
# Distributor and Customer Analysis



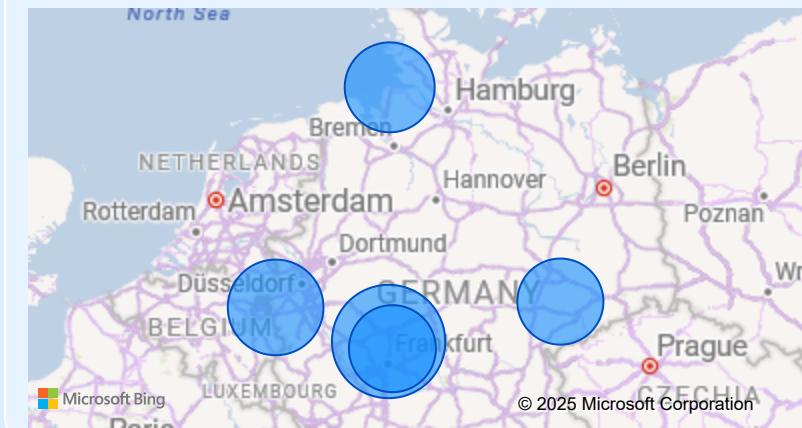
## Sales by Distributor



## Sales by Customer



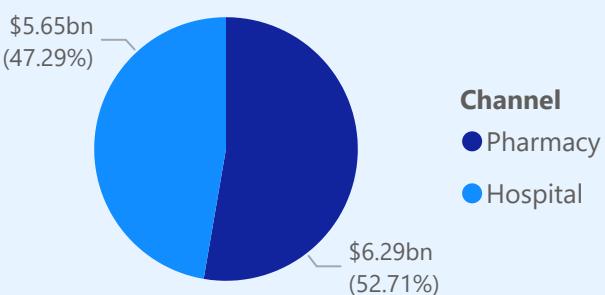
## Top Cities



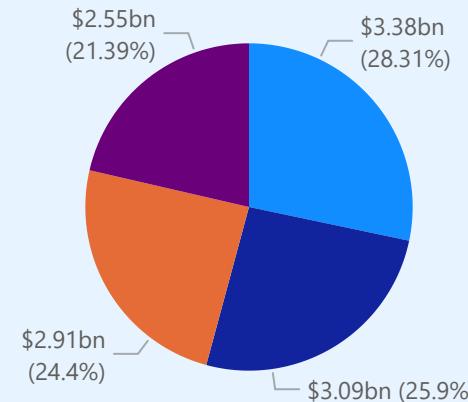
## Country-wise Sales by Distributors

Distributor	Germany	Poland	Total
Bashirian-Kassulke	\$34,93,40,733		<b>\$34,93,40,733</b>
Beier		\$15,08,34,351	<b>\$15,08,34,351</b>
Carter-Conn		\$72,54,859	<b>\$72,54,859</b>
Cassin		\$5,86,60,003	<b>\$5,86,60,003</b>
Crist Inc	\$4,50,57,437		<b>\$4,50,57,437</b>
Daugherty-Rempel	\$23,36,35,902		<b>\$23,36,35,902</b>
Erdman	\$1,54,72,00,041		<b>\$1,54,72,00,041</b>
Gerlach LLC	\$3,53,86,39,069		<b>\$3,53,86,39,069</b>
Gleason	\$13,86,18,444		<b>\$13,86,18,444</b>
Gottlieb-Cruickshank		\$4,79,75,857	<b>\$4,79,75,857</b>
Graham and Sons		\$1,54,08,356	<b>\$1,54,08,356</b>
Hansen Group Pharm	\$11,72,231		<b>\$11,72,231</b>
Koss	\$3,16,42,14,009		<b>\$3,16,42,14,009</b>

## Sales by Channel



## Sales by Sub\_channel



**Sub\_channel**

- Retail
- Government
- Institution
- Private

# Sales Team Performance

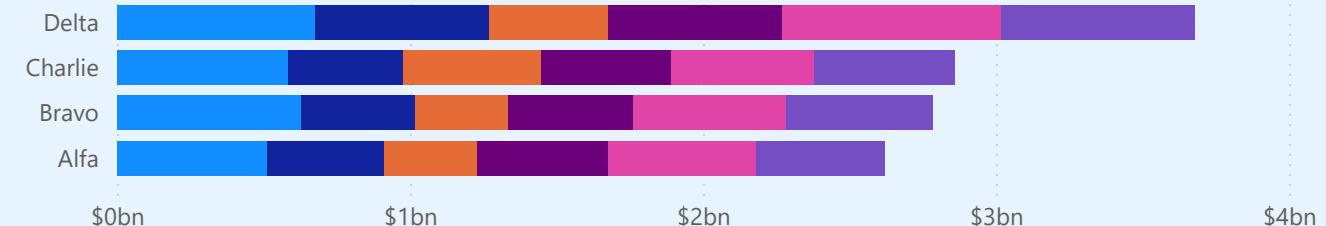


January	February	March	April	May	June	July	August	September	October	November	December
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2017	2018	2019	2020
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## Sales by Sales Team and Product Class

Product\_Class ● Analgesics ● Antibiotics ● Antimalarial ● Antipiretics ● Antiseptics ● Mood Stabilizers



Product_Class	Alfa	Bravo	Charlie	Delta	Total
Analgesics	\$51,10,08,063	\$63,08,31,183	\$58,28,95,482	\$67,81,64,066	<b>\$2,40,28,98,79</b>
Antibiotics	\$40,16,46,870	\$38,56,95,536	\$39,52,57,102	\$59,21,51,003	<b>\$1,77,47,50,51</b>
Antimalarial	\$31,60,95,173	\$31,98,66,373	\$46,95,29,589	\$40,70,26,996	<b>\$1,51,25,18,13</b>
Antipiretics	\$44,74,39,067	\$42,61,88,668	\$44,49,16,278	\$59,15,17,402	<b>\$1,91,00,61,41</b>
Antiseptics	\$50,49,52,960	\$52,38,45,009	\$48,47,94,124	\$74,92,68,590	<b>\$2,26,28,60,68</b>
Mood Stabilizers	\$43,97,93,311	\$49,86,67,173	\$48,09,45,295	\$65,97,78,154	<b>\$2,07,91,83,93</b>
<b>Total</b>	<b>\$2,62,09,35,444</b>	<b>\$2,78,50,93,942</b>	<b>\$2,85,83,37,870</b>	<b>\$3,67,79,06,211</b>	<b>\$11,94,22,73,46</b>

## Top Sales Managers

Britanny Bold Manager Delta Sales\_Team  
\$3,67,79,06,211 Sum of Sales

Alisha Cord... Manager Charlie Sales\_Team  
\$2,85,83,37,870 Sum of Sales

## Top Sales Representatives

Jimmy Grey Name\_of\_Sales... Charlie Sales\_Team  
\$99,48,51,367 Sum of Sales

Abigail Tho... Name\_of\_Sales... Bravo Sales\_Team  
\$98,92,47,767 Sum of Sales

## Sales by Product\_Name and Sales\_Team

Sales\_Team ● Alfa ● Bravo ● Charlie ● Delta

