

# Sales Insights Data Analysis

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*Special Thanks to Codebasics for providing this real dataset*

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# Outline

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1. Client requirements
2. Data cleaning
3. Generating dashboard

# 1. Client Requirement

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AtliQ Hardware is a company that supplies computer hardware and peripherals to many of the clients they have. Bhavan Patel is a sales director for this company and he's facing a lot of challenges, so the challenge is this market is growing dynamically and then he's facing issues in terms of tracking the sales. He is interested in getting a simple and understandable insight.

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The objective is to offer previously unseen visible insight to the sales team. They can use this information to direct their decisions. We also help them automate the report so that data collection takes less time.

## 2. Data Cleaning

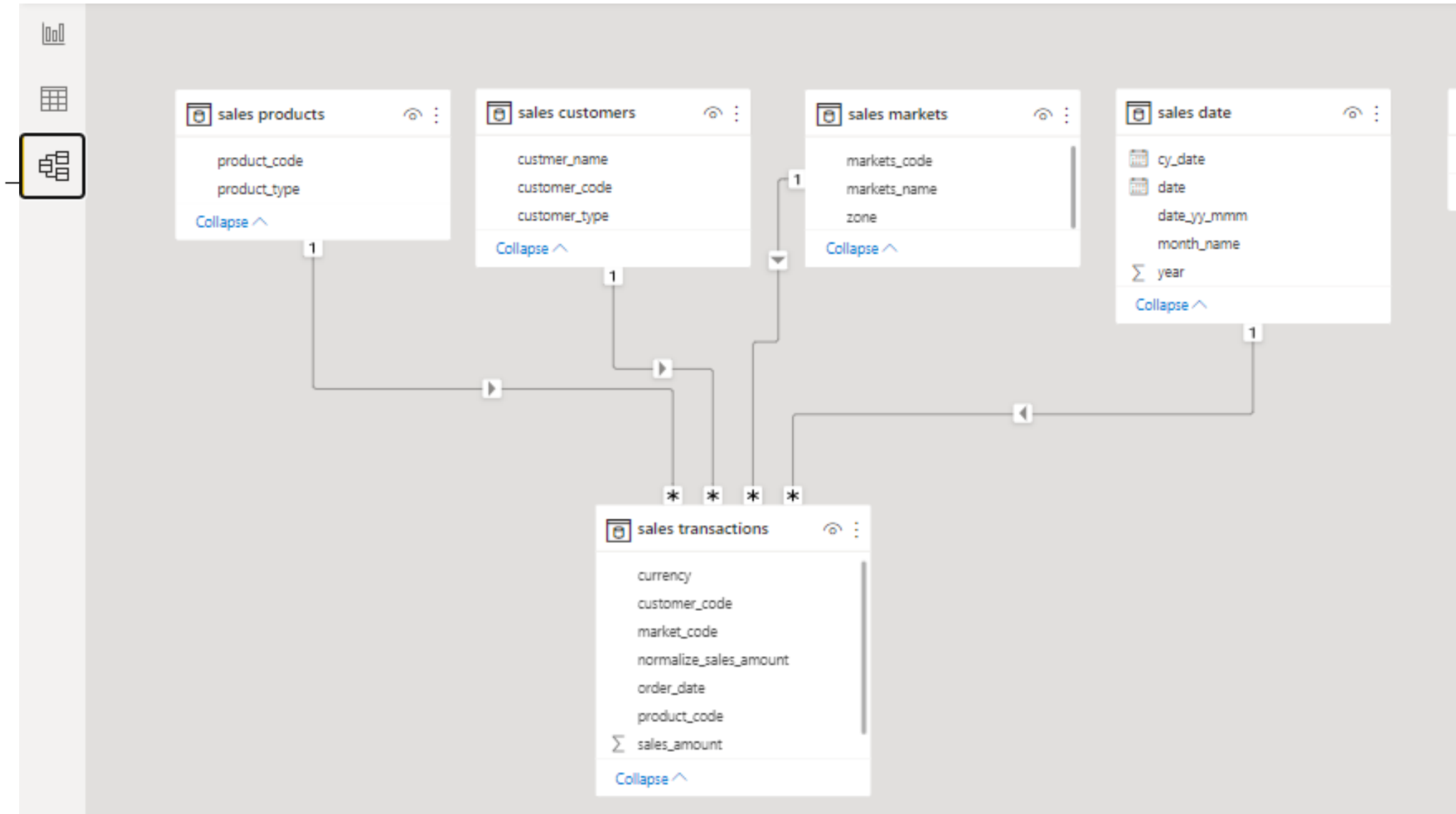
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Cleaning the data in query editor, do the data transformation and etc.

product_code	customer_code	market_code	order_date	sales_qty	sales_amount	currency	normalize_sales_amount
Prod279	Cus020	Mark011	Wednesday, October 11, 2017	1	102	INR	102
Prod279	Cus020	Mark011	Wednesday, October 18, 2017	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, October 19, 2017	1	102	INR	102
Prod279	Cus020	Mark011	Wednesday, November 8, 2017	1	102	INR	102
Prod279	Cus020	Mark011	Friday, March 9, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Tuesday, March 20, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, March 22, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Friday, March 23, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, March 29, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Monday, April 16, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, April 19, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Wednesday, May 2, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, May 3, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, May 10, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Friday, June 8, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, June 14, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Monday, June 18, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Friday, June 29, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Tuesday, July 3, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Monday, July 9, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Tuesday, July 10, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Thursday, July 12, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Monday, July 16, 2018	1	102	INR	102
Prod279	Cus020	Mark011	Friday, July 27, 2018	1	102	INR	102

Cleaned data from query editor

## Creating the relationship between the tables





# 3. Dashboarding

