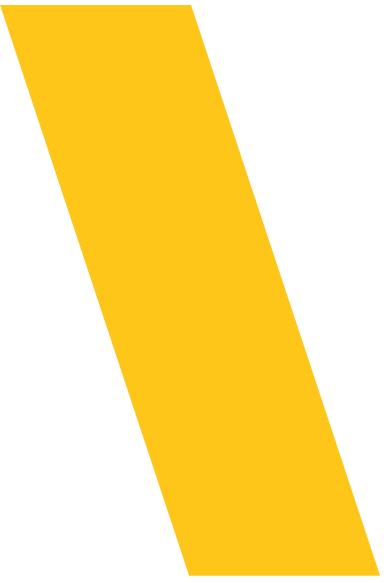




Global Sales Performance

created by Nilesh Yadav

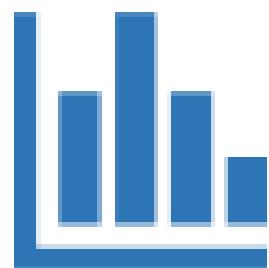


Introduction

- **Dataset covers:** Segment, Country, Product, Discounts, Sales, Profit, COGS, Time
- **Objective:** Identify sales and profit trends
- **Purpose:** Data-driven decision making

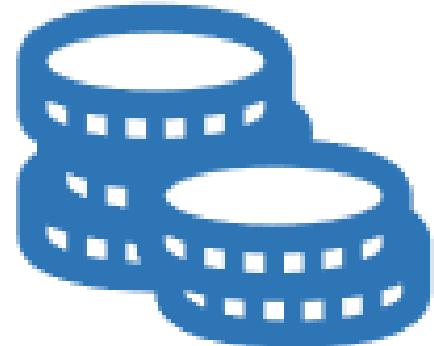
Key Metrics

Sales



\$11,87,26,35

Cost Of Good Sold



\$10,18,32,648

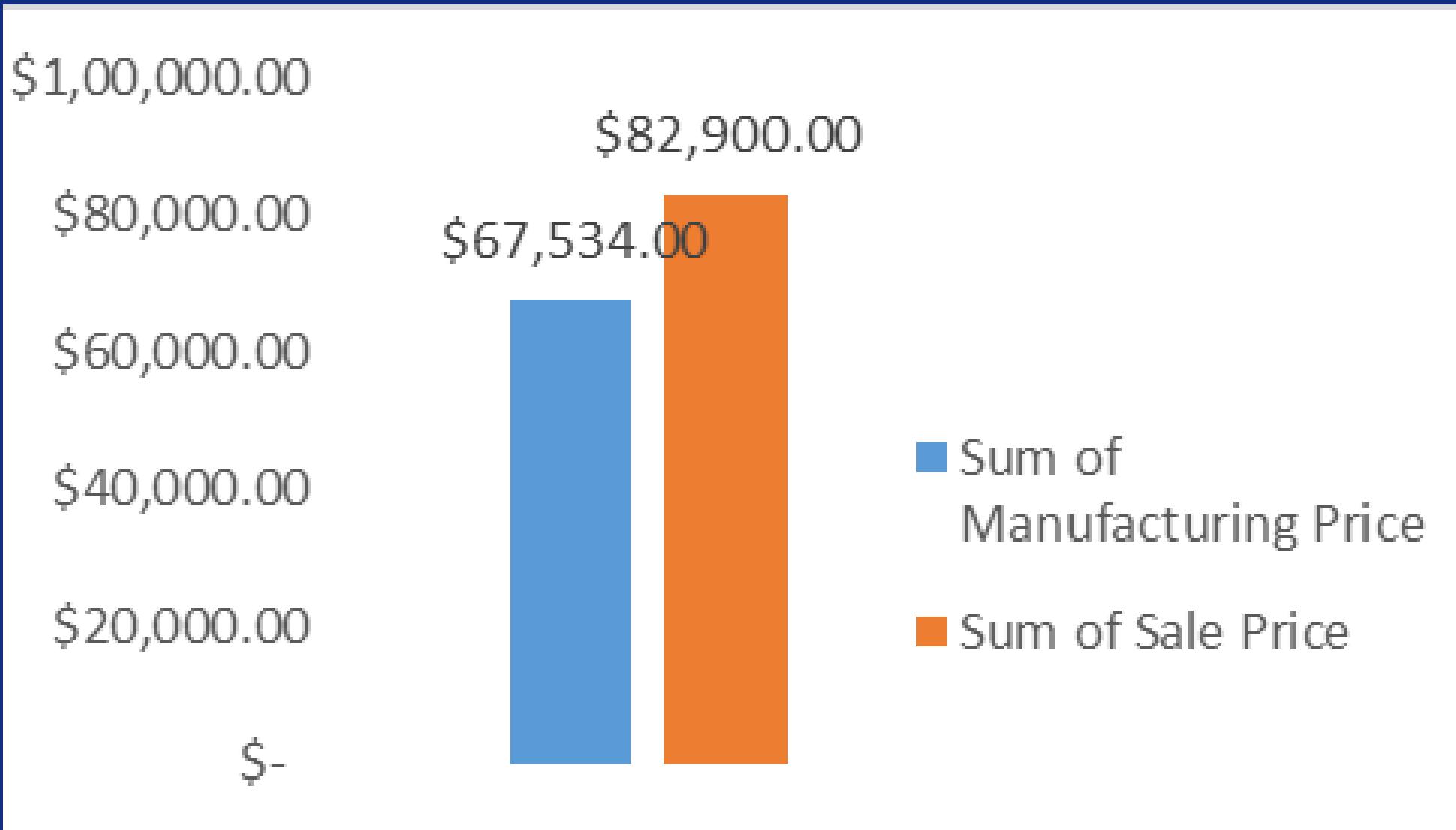
Profit



\$1,68,93,702

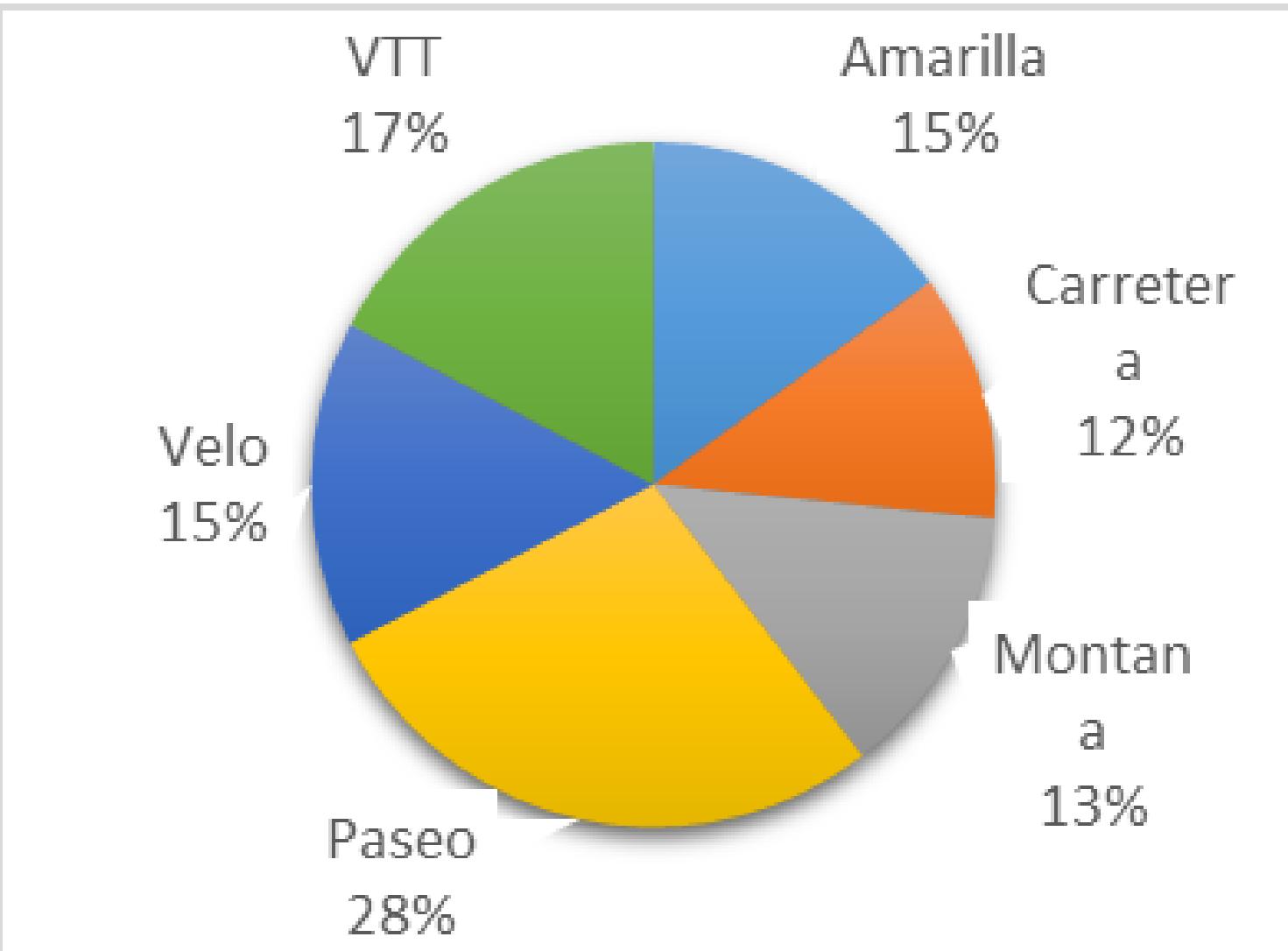
Break-Even-Point

- Break-even point is where total costs equal total sales - no profit, no loss.
- The total manufacturing cost is \$67,534.
- The total sales revenue is \$82,900.
- Profit achieved beyond break-even point = \$15,366.

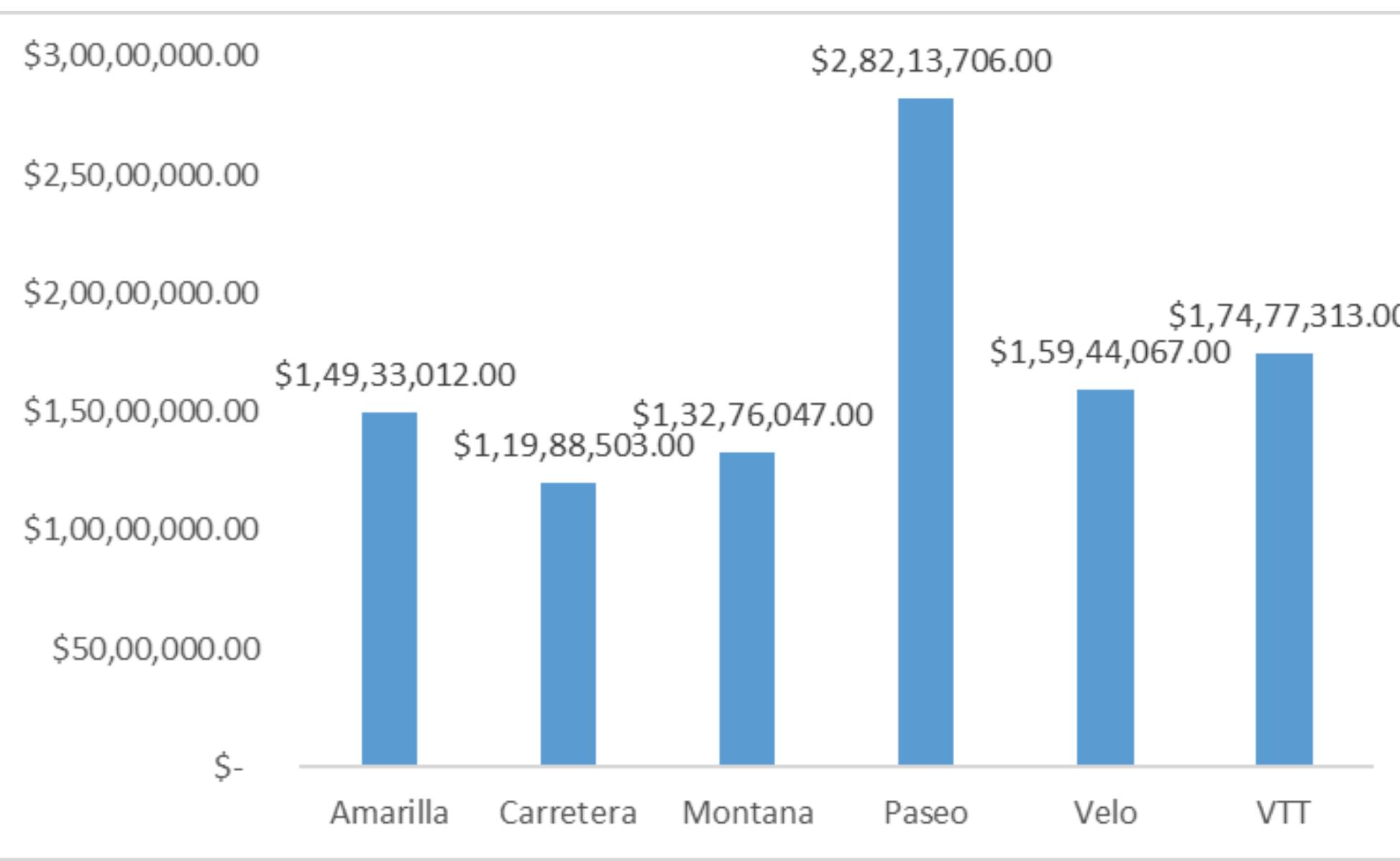


Profit Distribution by Product

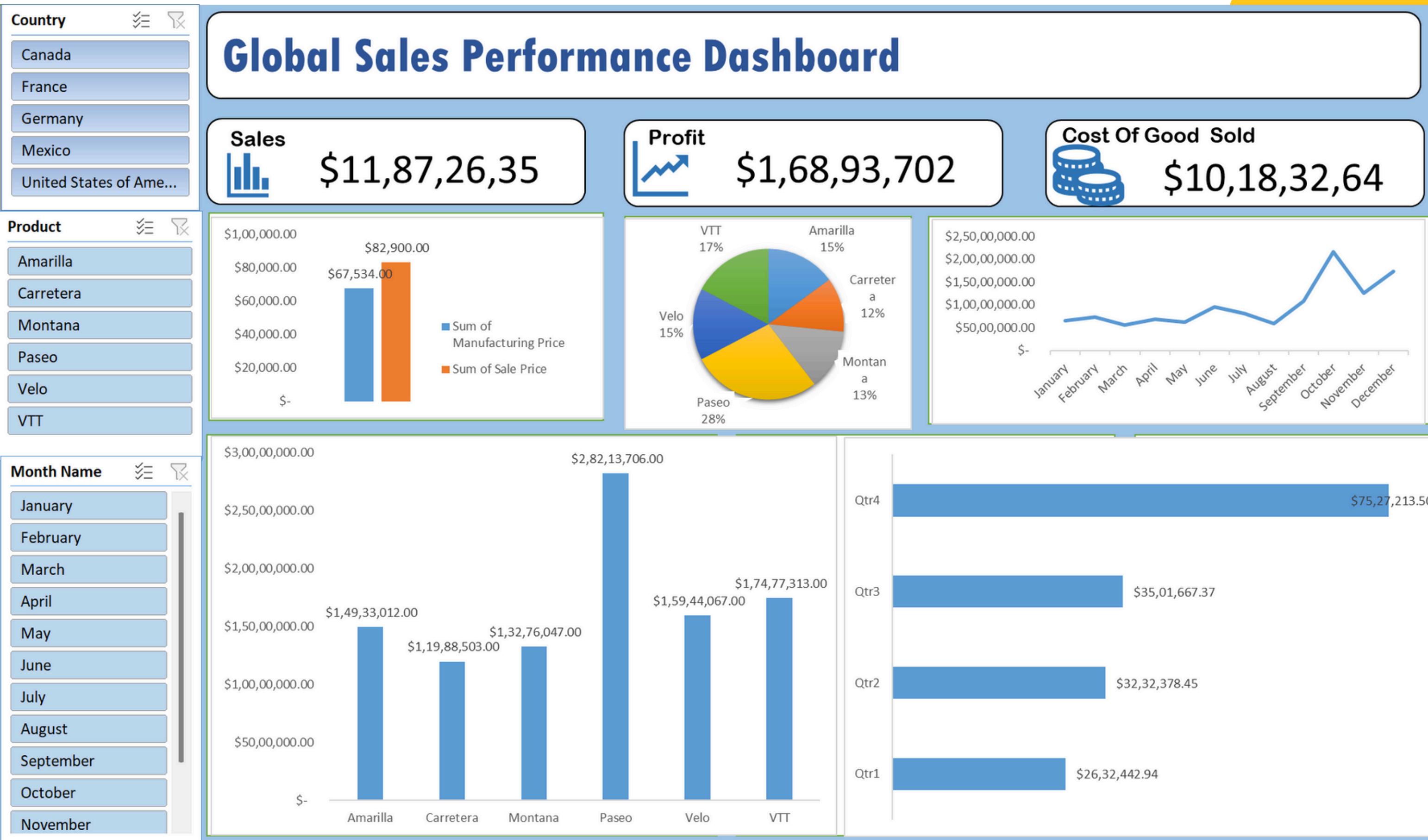
- Paseo contributes the highest profit share (28%).
- Carretera has the lowest profit share (12%).
- Other products contribute between 13%–17% each.



Product-wise COGS Analysis



- Shows manufacturing cost variation across products
- Highest COGS observed in Paseo
- Lowest COGS in Carretera
- Helps in comparing cost efficiency by product



Global Sales Performance Dashboard



Key Insights & Conclusion

- Top 2–3 products drive majority of sales
- Certain months show seasonal demand
- Profitability differs across products
- Dashboard supports data-driven decisions

Thank You

Presented by: Nilesh Yadav