AIMS Grid

PURPOSE

To unlock sales insights that are not visible before for sales team for decision support & automate them to reduced manual time spent in data gathering.

END RESULT

An automated dashboard providing quick & latest sales insights in order to support data driven decision making.

STAKEHOLDERS

- · Sales Director
- · Marketing Team
- · Customer Service Team
- · Data & Analytics Team
- IT

SUCCESS CRITERIA

- Dashboard(s) uncovering sales order insights with latest data available
- Sales team able to take better decisions & prove 10 % cost savings of total spend
- Sales Analysts stop data gathering manually in order to save 20% of their business time and reinvest it value added activity

SQL QUERY

 \Diamond \vee Year janvier 20 avril 20 142,22M 350K 2017 2019 février 20 mai 20 Sales Qty Revenue 2018 2020 mars 20 juin 20 Sales Qty by markets Revenue Trend Revenue par custmer_name Electricalsara Stores 65,64M Delhi NCR 143K Excel Stores 7,93M 25M Premium Stores 5,9M Mumbai 43K Electricalslytical Info Stores 5,06M Control 4,18M Nagpur 41K Surge Stores 3,95M Logic Stores 3,32M Kochi 35K Acclaimed Stores 3,12M Nixon 3,03M Ahmedab... 30K Epic Stores 3M Forward Stores 2,56M Bhopal janv. 2020 févr. 2020 avr. 2020 mai 2020 juin 2020 mars 2020 Electricalsocity 2,52M Top 5 Products Top 5 customers Modular 2,45M Lucknow Surface Stores 2,42M Atlas Stores 2,19M Hyderabad (Vide) 64,83M Electricalsara Stores Nomad Stores 1,98M Integration Stores 1,91M Chennai Unity Stores 1,75M Prod047 3,98M **Excel Stores** 7,93M Path 1,72M Bhubanes... Leader 1,67M Prod061 3,5M **Premium Stores** 5,9M Elite 1,25M Kanpur 2K Flawless Stores 1,13M Electricalslytical Prod071 3,37M 5,54M Power 1,1M Surat Electricalsopedia Stores 1M Prod065 3,14M Info Stores Zone 0,93M 5,06M Patna

Synthetic 0,92M

Month