SALES FORECASTING

Sales forecasting starts with understanding our customers. The customers can be categorized according to their and their fair share in generating sales per year.

Region wise, year to date Sales

Sales Year Wise Distribution

		Gender	
	Year of Ord..	F	M
Avg. Salesamount	2019	3,489	2,811
	2020	3,210	3,176
	2021	1,710	1,730
	2022	315	304
	2023	23	23
Avg. Yearlyincome	2019	56,667	86,250
	2020	60,387	60,597
	2021	60,910	59,701
	2022	57,739	57,520
	2023	57,633	60,298

Year of Orderdate
- Null
- 2019
- 2020
- 2021
- 2022
- 2023

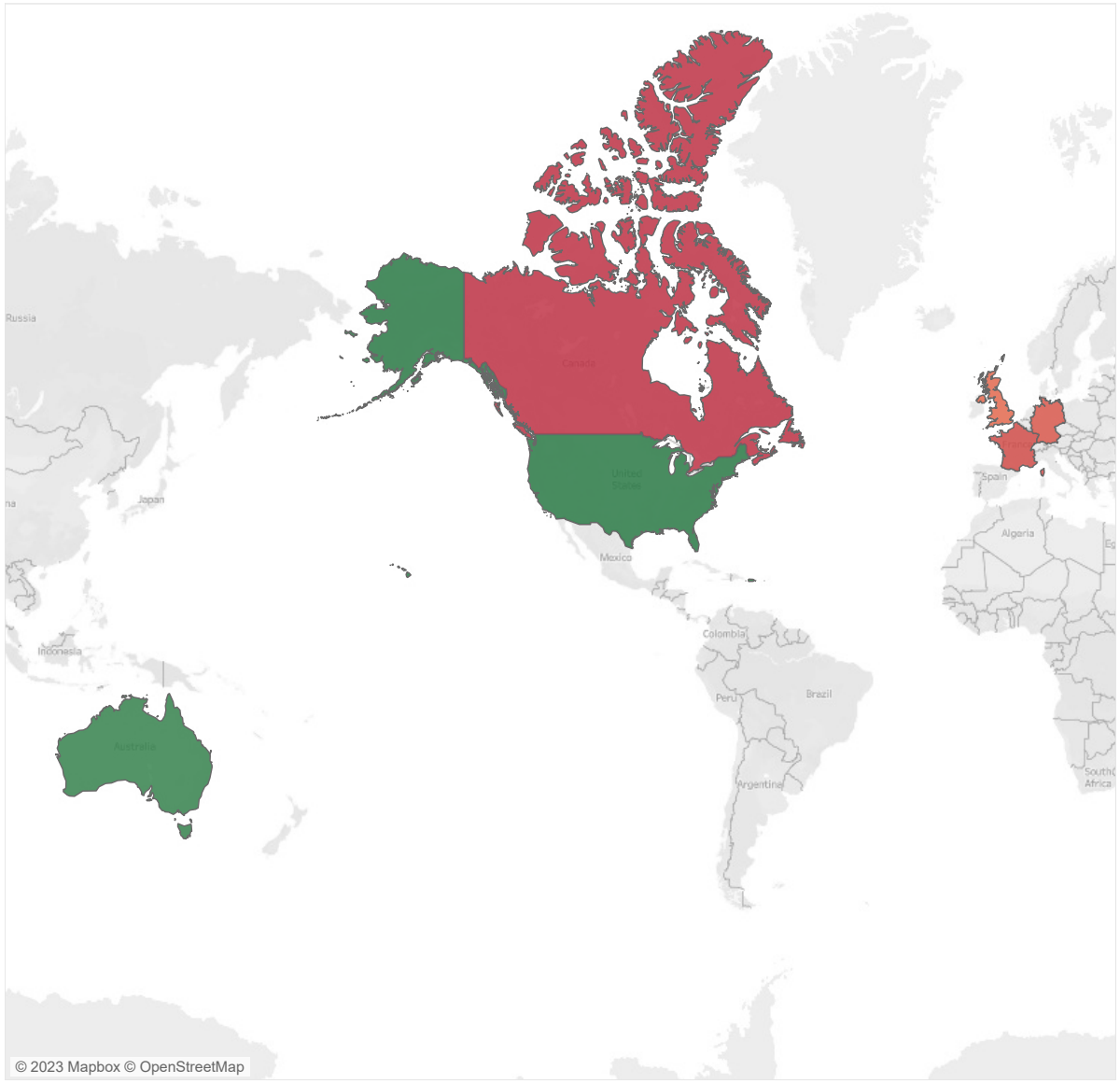
Year of Orderdate
- 2019
- 2020
- 2021
- 2022
- 2023

SALES FORECASTING

Sales forecasting starts with understanding our customers. The customers can be categorized according to their and their fair ..

Region wise, year to date Sales

Sales Year Wise Distribution

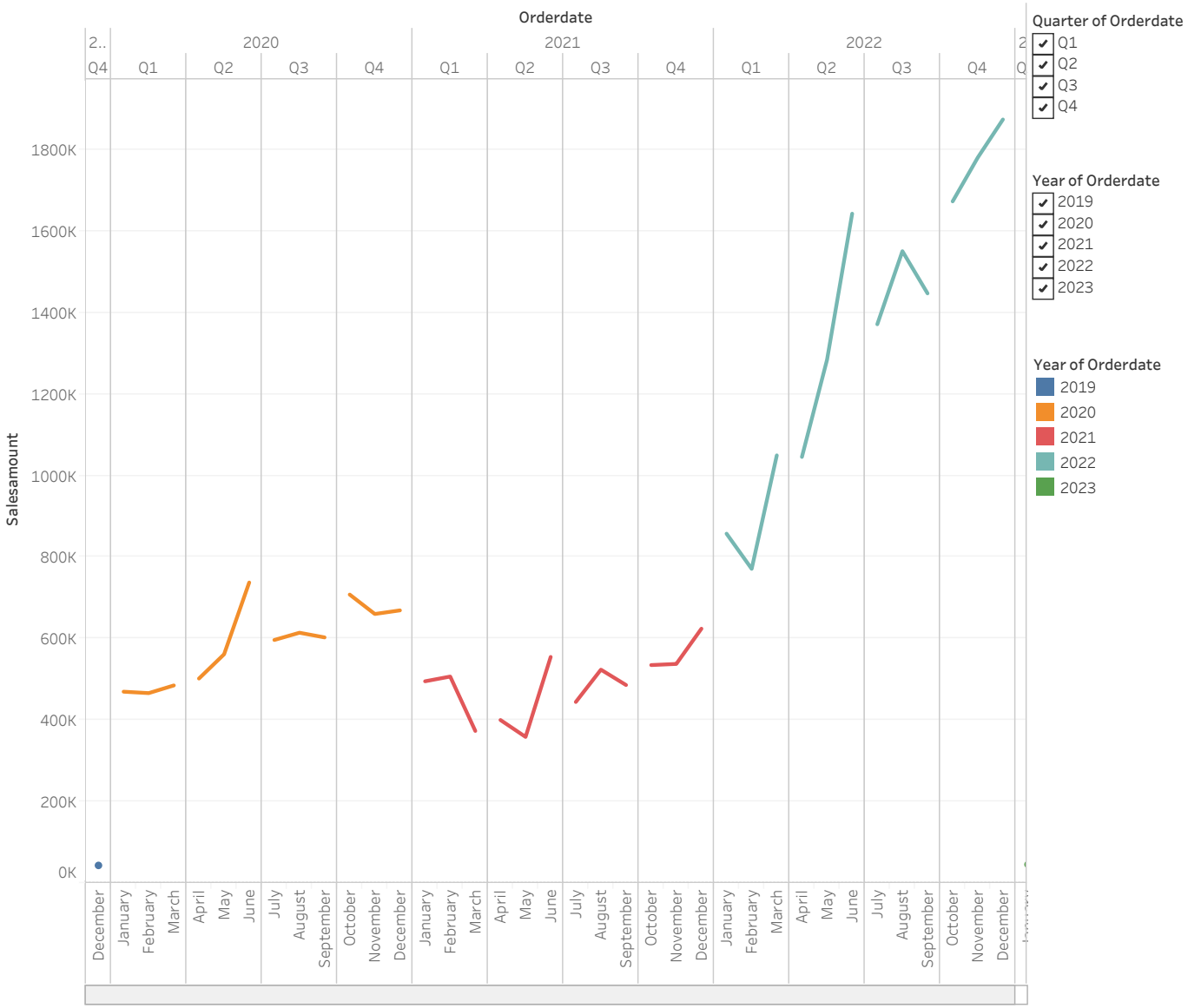


Year of Orderdate
2019 to 2023

Salesamount
1,977,845 9,389,790

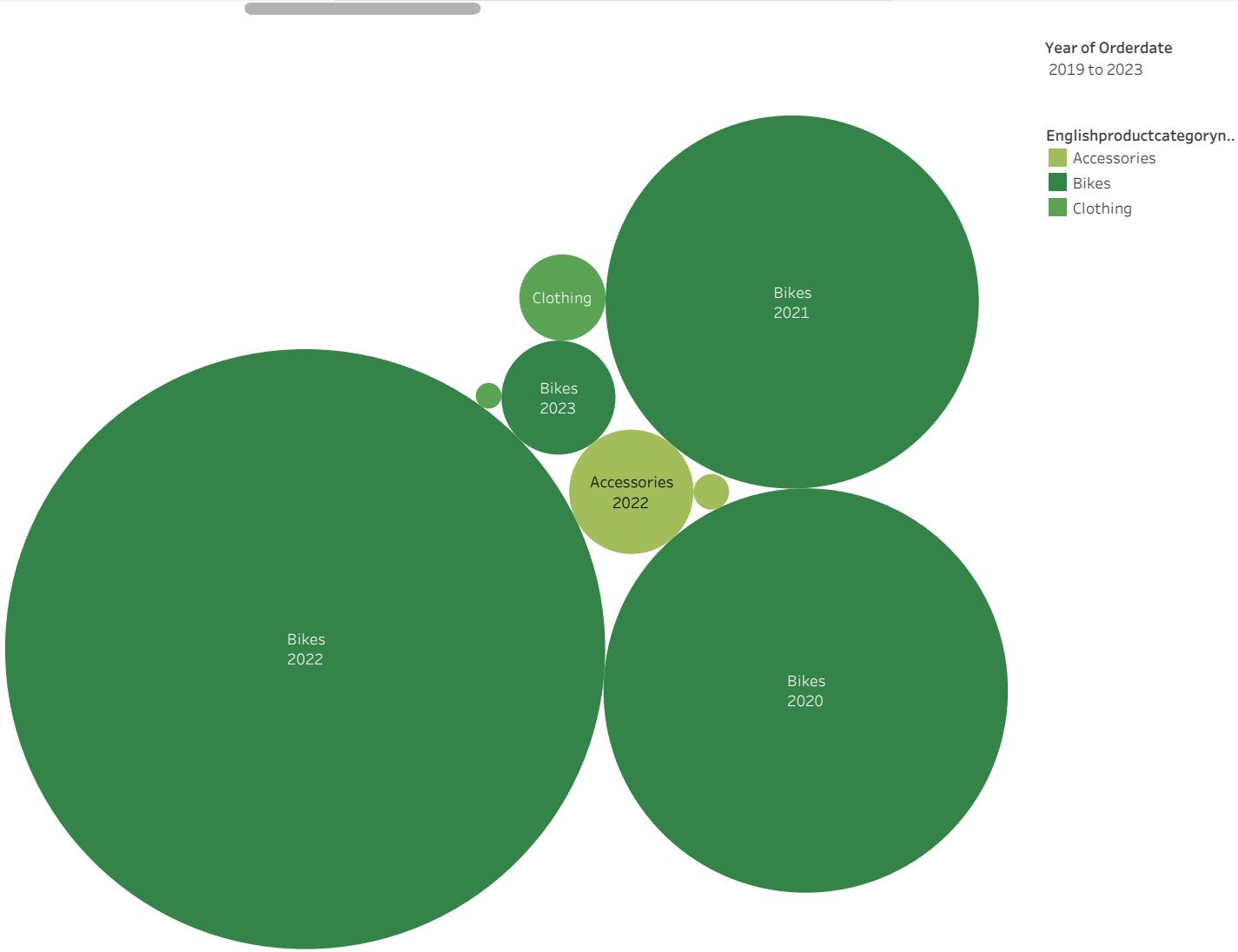
SALES FORECASTING

Region wise, year to date Sales | Sales Year Wise Distribution | Product Market Distribution



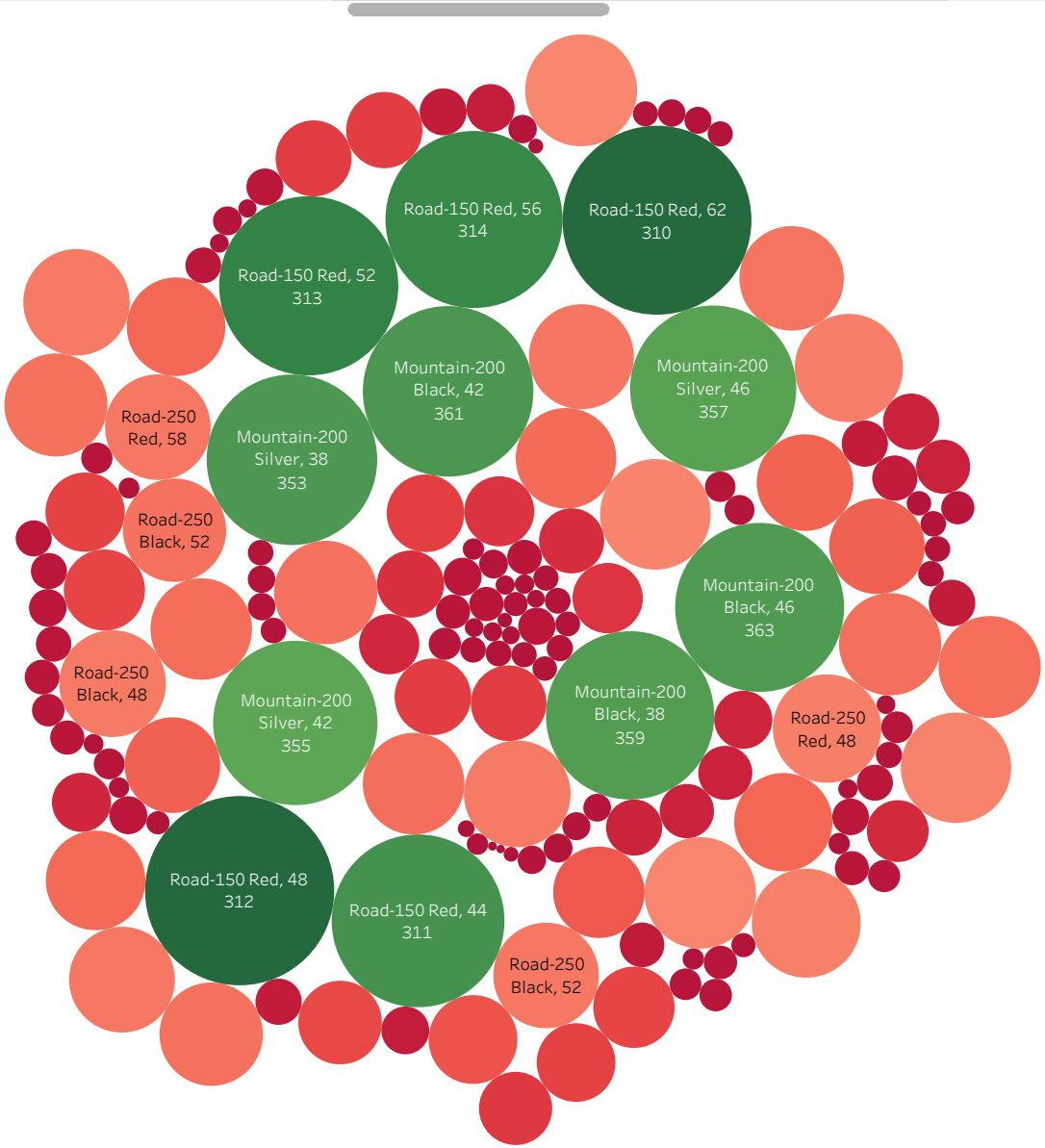
SALES FORECASTING

Sales Year Wise Distribution | Product Market Distribution | Product Sales Year to Date



SALES FORECASTING

Product Market Distribution | **Product Sales Year to Date** | Top 10 Category Wise Product Market % (Year to Date)



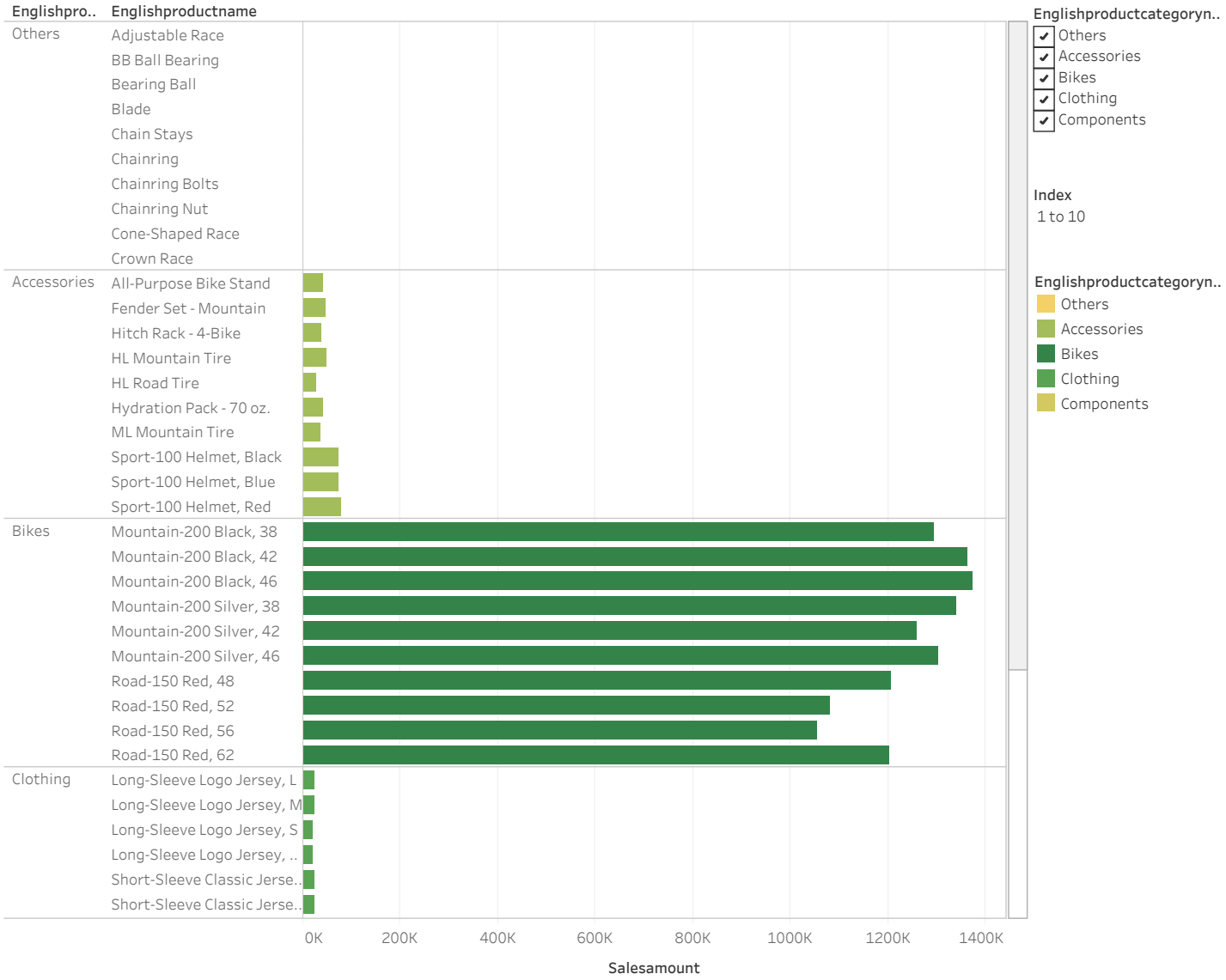
Salesamount
To 1,205,876.99

Salesamount

2,427 1,205,877

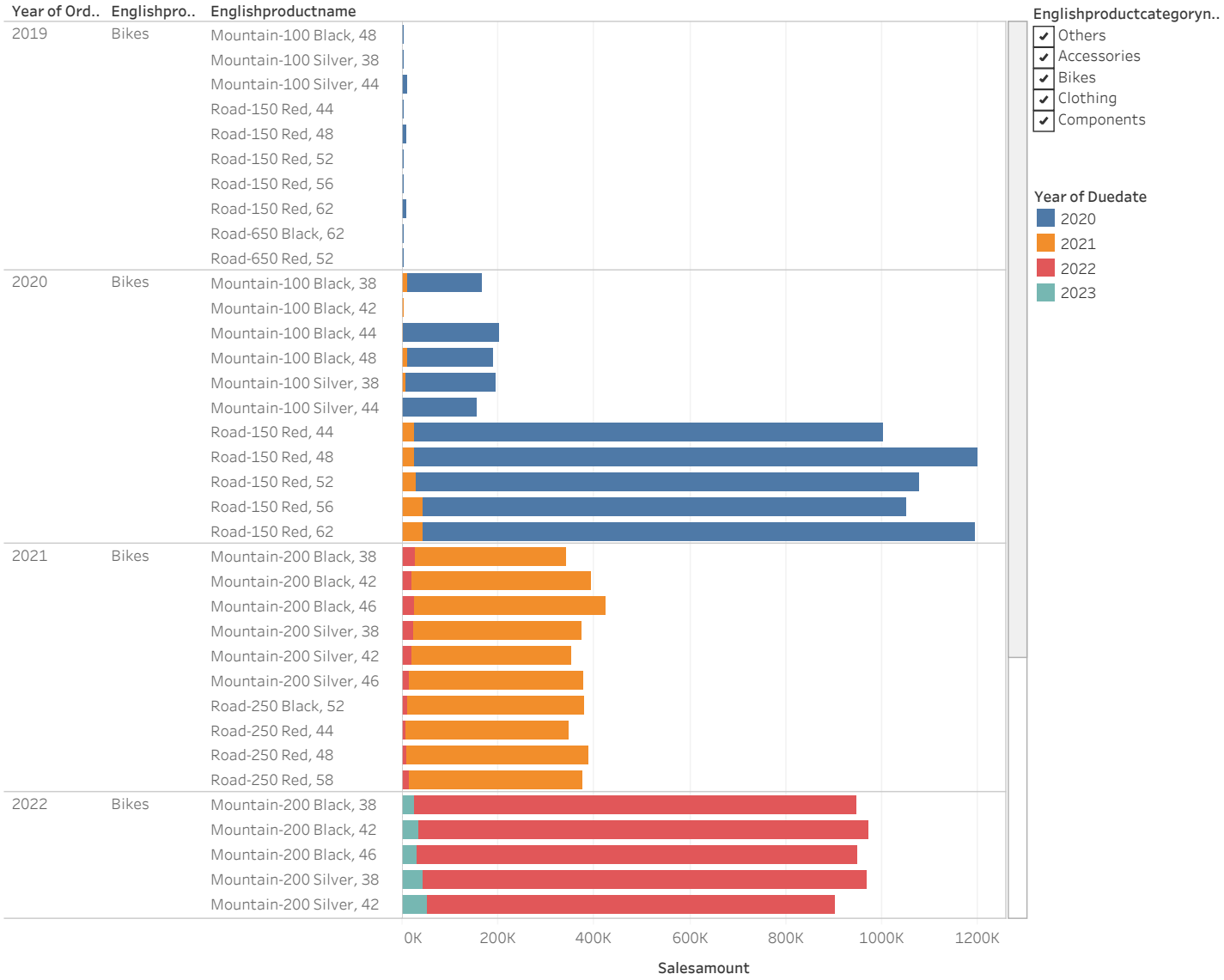
SALES FORECASTING

Product Sales Year to Date | Top 10 Category Wise Product Market % (Year to Date) | Top 10 Products Year wise



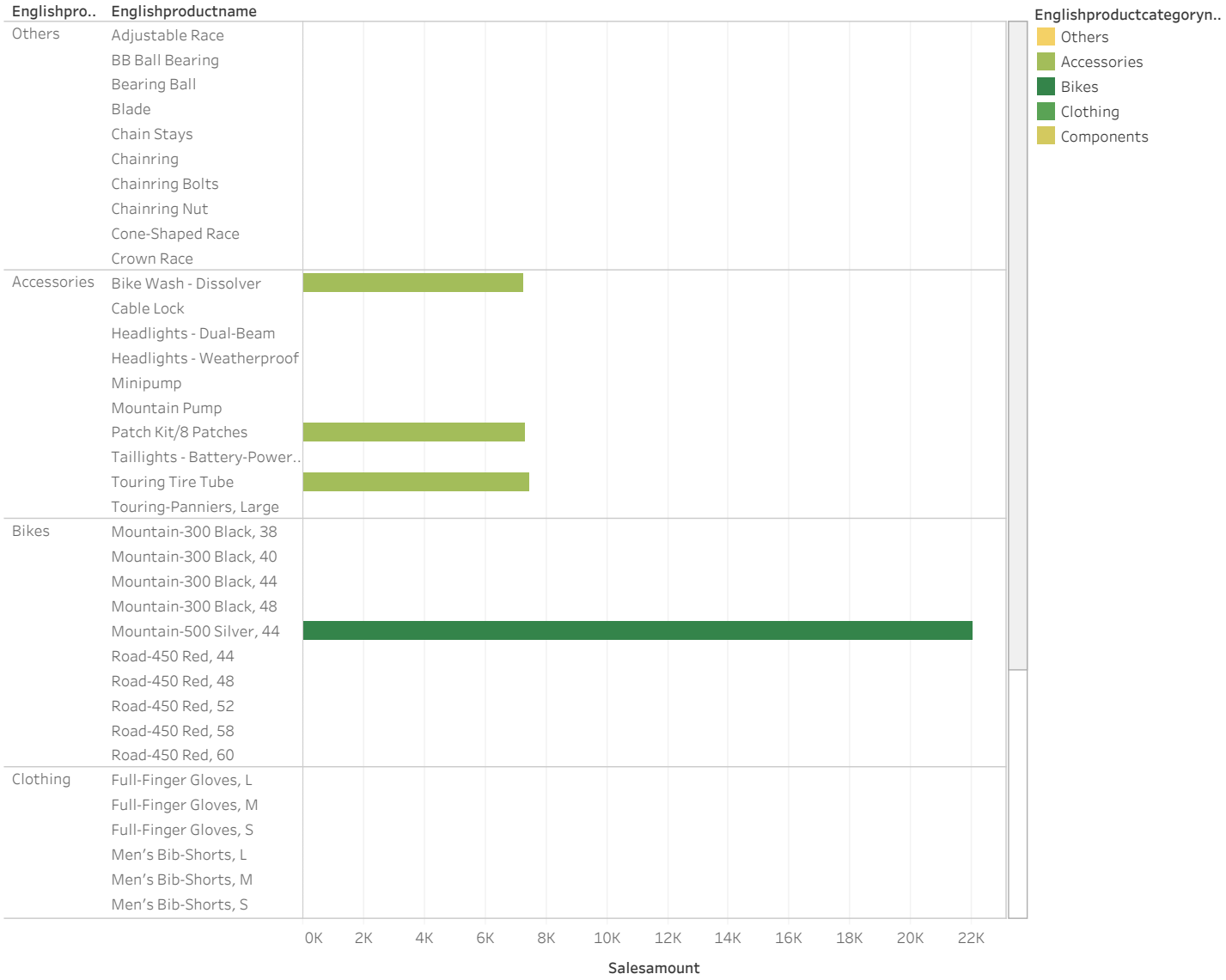
SALES FORECASTING

Top 10 Category Wise Product Market % (Year to Date) | Top 10 Products Year wise | Top 10 Least sold Products Year to Date



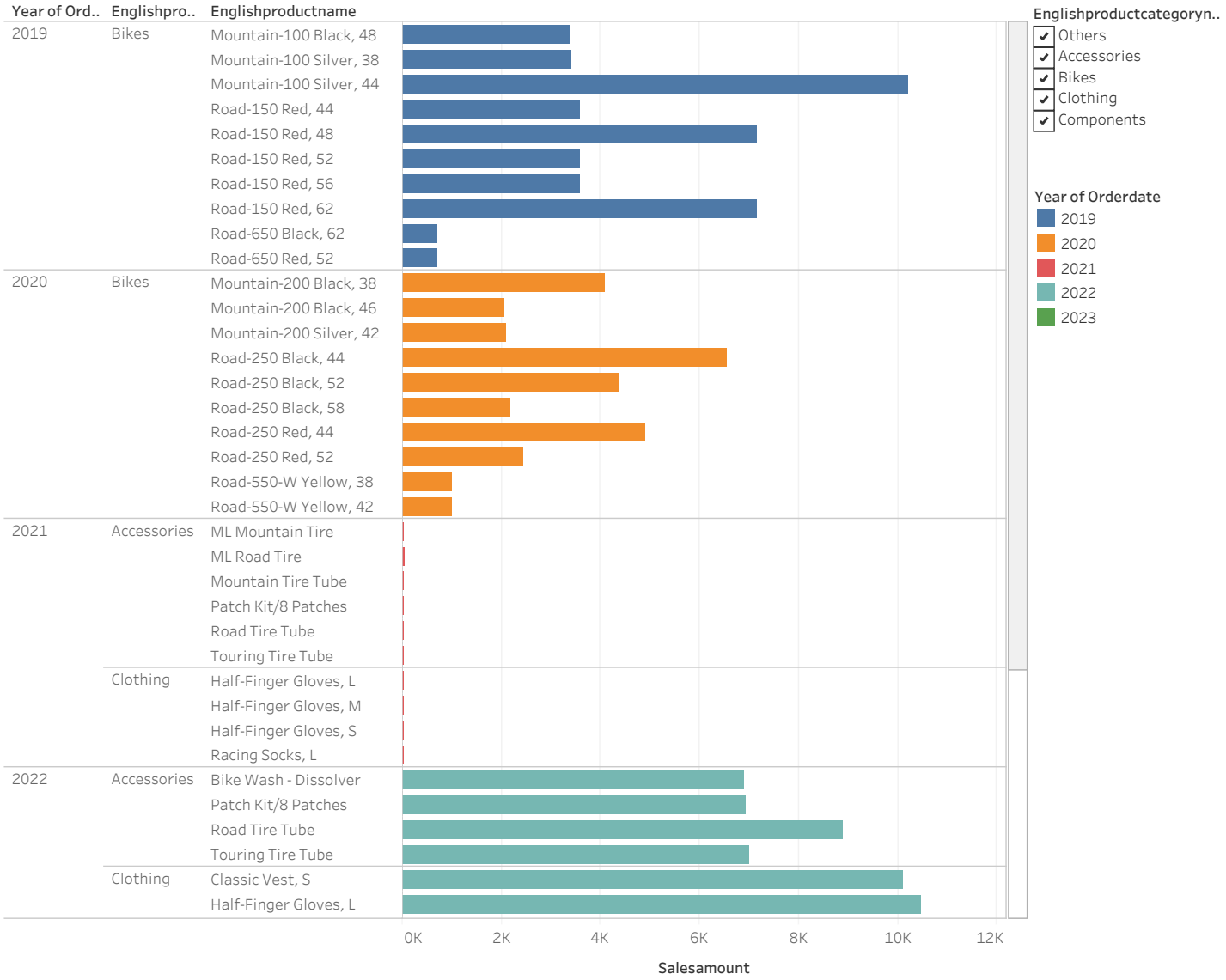
SALES FORECASTING

Top 10 Products Year wise | Top 10 Least sold Products Year to Date | Top 10 worst products year wise



SALES FORECASTING

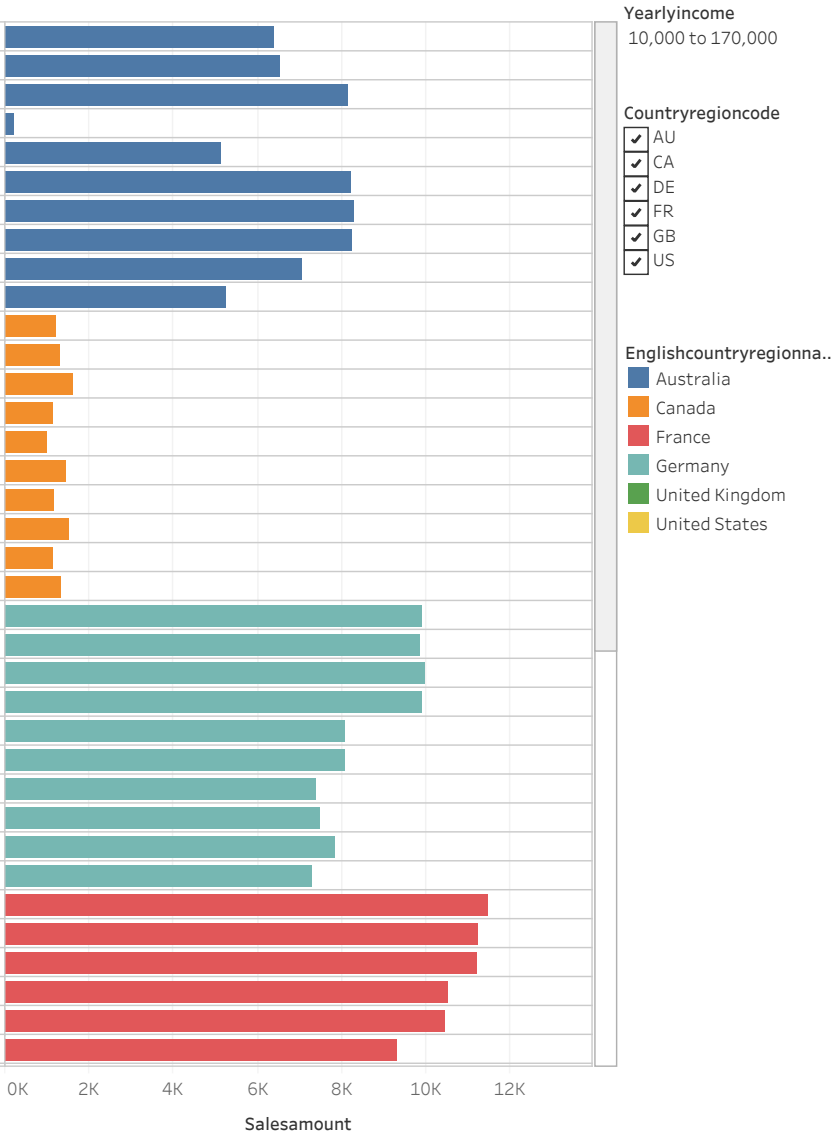
Top 10 Least sold Products Year to Date | Top 10 worst products year wise | Top 10 Customers Region wise (year to date)



SALES FORECASTING

Top 10 worst products year wise | Top 10 Customers Region wise (year to date) | Top 10 Customers Year wise

Countryregi..	Customerkey	Firstname	Lastname	Yearlyinco..
AU	11001	Eugene	Huang	60,000
	11032	Denise	Stone	20,000
	11070	Willie	Raji	80,000
	11073	Amy	Ye	70,000
	11368	Edward	Miller	10,000
	11456	Jon	Gao	120,000
	11766	Candace	Raman	90,000
	11986	Max	Alvarez	70,000
	11996	Veronica	Srini	60,000
	14276	Melody	Suarez	80,000
CA	11091	Dalton	Perez	90,000
	11176	Mason	Roberts	90,000
	11185	Ashley	Henderson	70,000
	11262	Jennifer	Simmons	80,000
	11276	Nancy	Chapman	80,000
	11277	Charles	Jackson	80,000
	11287	Henry	Garcia	70,000
	11300	Fernando	Barnes	80,000
	11330	Ryan	Thompson	110,000
	11331	Samantha	Jenkins	90,000
DE	11249	Cindy	Patel	130,000
	11412	Sydney	Bryant	80,000
	11428	Deanna	Perez	120,000
	11431	Bryant	Garcia	110,000
	12291	Johnathan	Suri	90,000
	12302	Kevin	Coleman	100,000
	13255	Lance	Blanco	130,000
	13256	Abby	Subram	130,000
	13259	Allen	Garcia	130,000
	17221	Ricky	Navarro	90,000
FR	11241	Lisa	Cai	100,000
	11417	Lacey	Zheng	70,000
	11420	Jordan	Turner	100,000
	11425	Ariana	Gray	90,000
	11429	Marco	Lopez	80,000
	11432	Dominique	Prasad	80,000



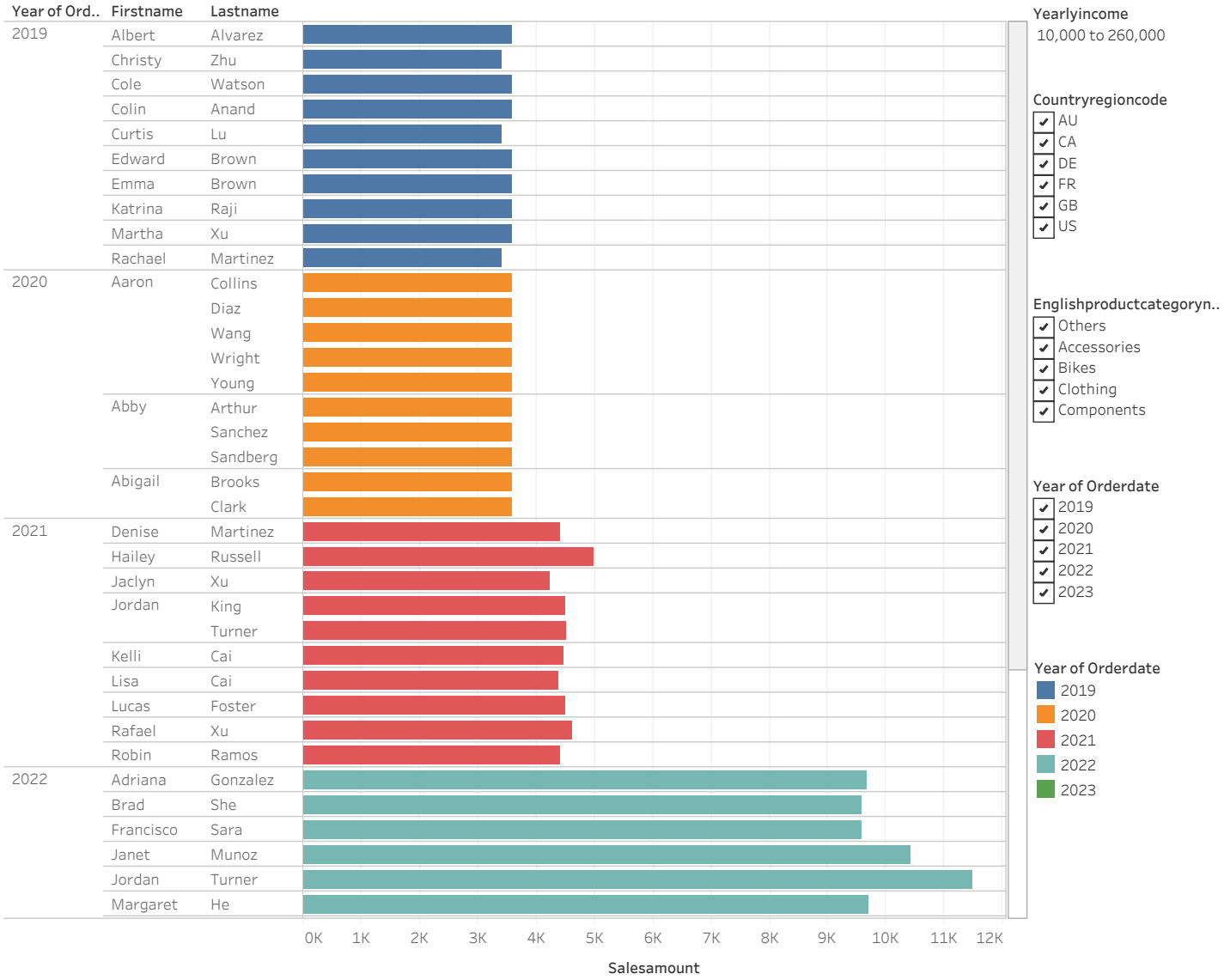
Yearlyincome
10,000 to 170,000

Countryregioncode
- ☑ AU
- ☑ CA
- ☑ DE
- ☑ FR
- ☑ GB
- ☑ US

Englishcountryregionna..
- Australia
- Canada
- France
- Germany
- United Kingdom
- United States

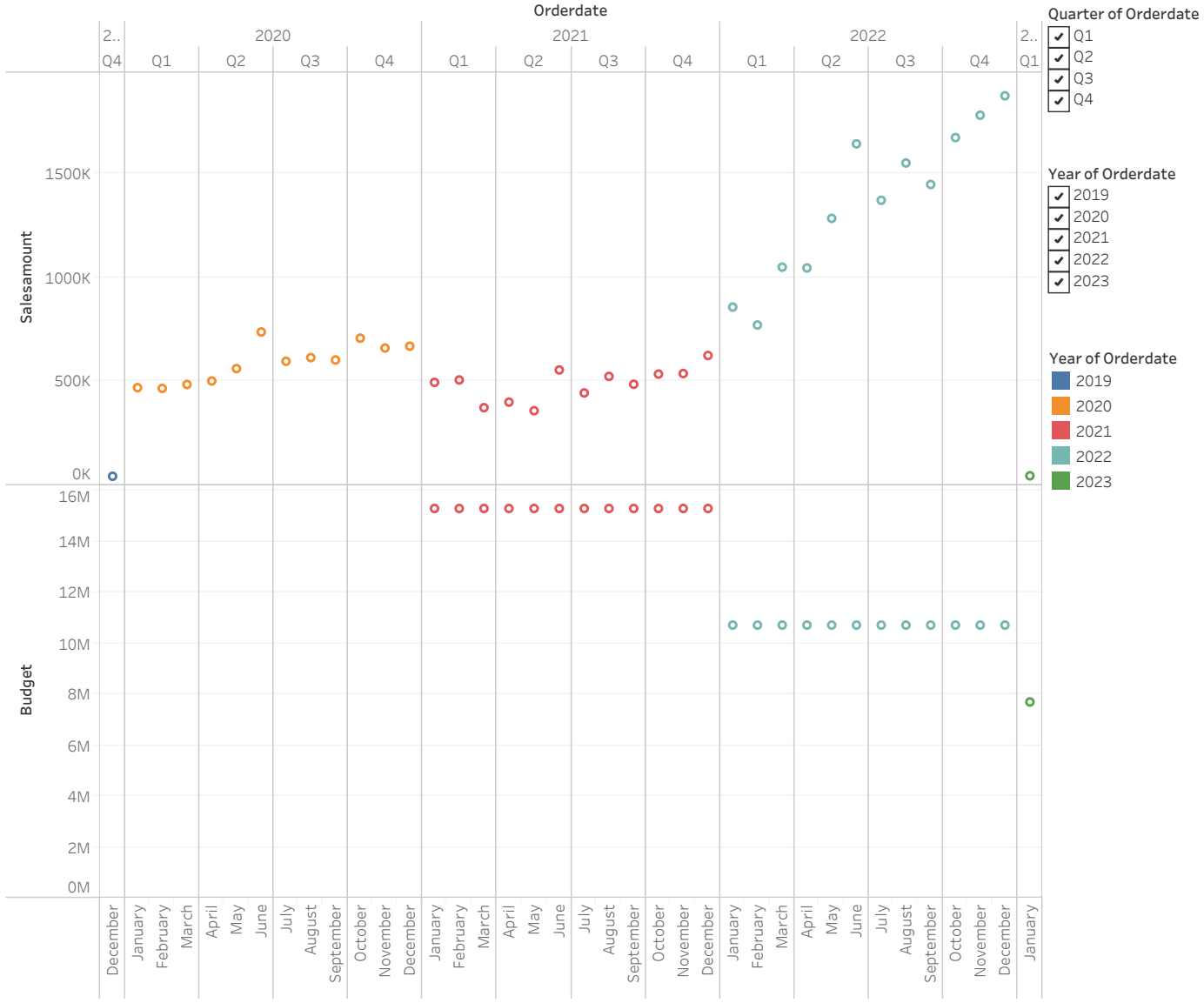
SALES FORECASTING

Top 10 Customers Region wise (year to date) | Top 10 Customers Year wise | Comparision between Sales and Budget Sales



SALES FORECASTING

Top 10 Customers Region wise (ye..

Top 10 Customers Year wise

Comparision between Sales and Budget Sales