

# Sales success using data driven solutions

## Objective

Sales success through a data-driven solution by strategic utilization of customized Tableau application, harnessing its analytics and visualization capabilities to optimize sales processes, enhance decision-making, and drive efficiency, ultimately maximizing revenue and market performance.

## Current Sales Process

The current customer sales process for data analysis, typically involves manual extraction, transformation, and visualization, often relying on generic with limited capability software such as Excel with technical expertise for visualization and decision-making.

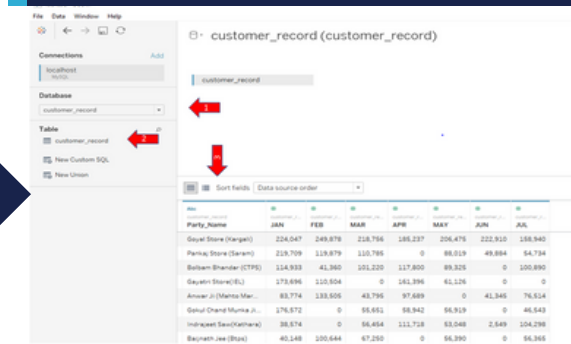
## Proposed Sales Process

The proposed Wissen Baum sales process using customized Tableau application streamlines data analysis by enabling seamless extraction, transformation, and visualization within a single platform, eliminating the need for manual interventions and specialized software, thus facilitating more efficient and accessible data-driven decision-making.

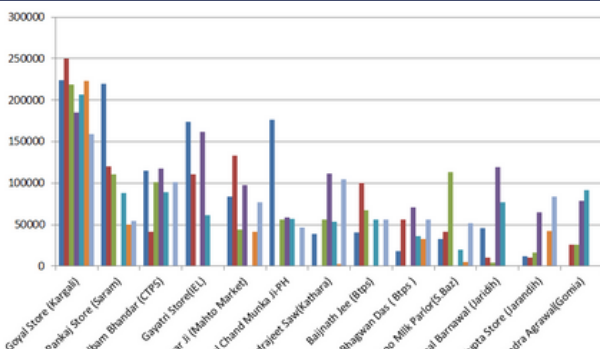
## Current Sales Process (Excel Driven)

Party_Name	JAN	FEB	MAR	APR	MAY	JUN	JUL
Goyal Store (Kargali)	224047	249878	218756	185237	206475	222910	158940
Pankaj Store (Saram)	219709	119879	110785	0	88019	49884	54734
Bolbam Bhandar (CTPS)	114933	41360	101220	117800	89325	0	100890
Gayatri Store(EL)	173696	110504	0	161396	61126	0	0
Anwar Ji (Mahto Market)	83774	133505	43795	97689	0	41345	76514
Gokul Chand Munka Ji-PH	176572	0	55651	58942	56919	0	46543
Indrajeet Saw(Kathara)	38574	0	56454	111718	53048	2549	104298
Bajinath Jee (Btpps)	40148	100644	67250	0	56390	0	56365
Bhagwan Das ( Btpps )	17896	56127	0	70492	36442	32941	55967
Khusboo Milk Parlor(S.Baz)	32375	41661	113134	0	20075	5210	51893
Gopal Barnawal (Jaridih)	45831	10400	3764	119323	77140	0	0
Gupta Store (Jarandih)	11566	10370	16529	64767	0	42456	83913
Rajendra Agrawal(Gomia)	0	25399	25818	78435	91370	0	0
Asthami Saw(Gomia)	50551	30667	0	0	108585	30104	0

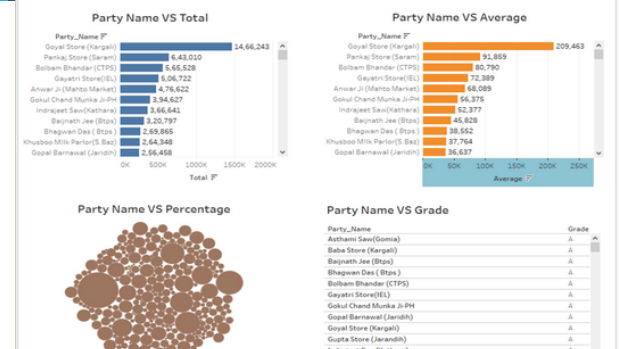
## Executive Sales Process (Tableau Driven)



## Data Visualization - Excel



## Data Visualization - Tableau



## Technologies

Wissen Baum has created customized Tableau application for comprehensive sales data-driven smart dashboards, and visualization solutions that leverage the powerful capabilities for data-driven decision making.

## Principal Advantages

- Wissen Baum customized Tableau application to combine data extraction, transformation, and visualization in one platform
- Easy-to-use, intuitive interface requires minimal technical expertise.
- Enables quick access to up-to-date information for informed decision-making.
- Offers a wide range of visualization choices for effective data communication.
- Capable of handling large volumes of data without performance issues.