



## Sales Reporting

## Customer Sales and Profitability

**About the report –** Overview of Sales and Profitability information. This report queries the Item Ledger Entry table which can contain a large number of records. Be careful about entering too long of a date range when refreshing this report.

Dates used in filtering must be formatted to the same format used in NAV.

**Functions and Conventions Used –** Calculated fields were added to the Excel pivot table which are the amounts being displayed. They are the following:

Sales Amount= Sales Amount (Actual) + Sales Amount (Expected)

Cost Amount= Cost Amount (Actual) + Cost Amount (Expected)

\*\*\* cost is represented as a negative number

Profit Amount= Sales Amount + Cost Amount

Profit%= =IF('Sales Amount'=0,99999.99,('Profit Amount'/'Sales Amount'))

**Modifying this report –** This report can be modified by entering design mode from the Jet tab.

- Customer Sales and Profit
- Sales and Profit by Country
- Sales Amount by Customer Group
- Sales and Profit by Salesperson
- Sales by Country\_Region

**Customer Sales and Profitability**

Country/Region - Name

Austria	Canada	France	Germany	Great Britain
Slovenia	Spain	Sweden	USA	

Salesperson/Purchaser - ...

Annette Hill
Bart Duncan
John Roberts

Customer	Sales Amount	Profit Amount	Profit%	Relative Profit %
Selangorian Ltd.	31,488	12,792	41%	
Englunds Kontorsmobler AB	19,743	9,074	46%	
Derringers Restaurants	18,246	8,358	46%	
Voltive Systems	15,500	7,677	50%	
Blanemark Hifi Shop	15,309	7,294	48%	
Tempsons Tropics	15,173	6,955	46%	
Michael Felt - Mobilhaus	13,719	6,474	47%	
EXPORTLES d.o.o.	13,718	5,509	40%	
Stanfords	13,378	4,882	36%	
Top Action Sports	12,383	5,885	48%	
Randotax Outfitters	12,102	5,565	46%	
Livre Importants	10,466	5,304	51%	
Gamma Ray's	9,970	4,513	45%	
Office Solutions	7,869	4,050	51%	
Libros S.A.	6,339	3,123	49%	
Soron Kamstrol AG	6,274	2,984	48%	
Stutringers	(136)	(52)	38%	