GARMENTS BUSINESS – SALES DATA

गारमेंट्स बिज़नेस के लिए Sample / Ideal Sales Data Format

यह MS Word Format Daily Sales Entry, Monthly Sales Analysis और Business Decision Making के लिए तैयार किया गया है।

1. Business Profile / व्यवसाय की जानकारी

Business Name	_____	**Month**	_____
Store / Branch	_____	**Salesperson**	_____
Product Focus	Men / Women / Kids / Mixed	**Target Area**	_____

2. Daily / Transaction-wise Sales Data

Date	Bill ID	Customer	Product	Category	Qty	Unit Price	Discount	Net Sale	Payment	Channel
01-08-26	G001	New	T-Shirt	Men	3	₹599	₹100	₹1,697	UPI	Store
01-08-26	G002	Regular	Jeans	Men	1	₹1,499	₹100	₹1,399	Card	Store
02-08-26	G003	New	Kurti	Women	2	₹899	₹100	₹1,698	UPI	Store
02-08-26	G004	Regular	Saree	Women	1	₹1,599	₹100	₹1,499	Cash	Store
03-08-26	G005	New	Shirt	Men	2	₹799	₹100	₹1,498	UPI	Store
03-08-26	G006	New	Kids Frock	Kids	2	₹699	₹100	₹1,298	Cash	Store
04-08-26	G007	New	Leggings	Women	3	₹399	₹50	₹1,147	UPI	Store
04-08-26	G008	Repeat	T-Shirt	Men	4	₹599	₹200	₹2,196	UPI	Online
05-08-26	G009	New	Top	Women	2	₹699	₹100	₹1,298	Card	Store
05-08-26	G010	Repeat	Jeans	Men	2	₹1,499	₹200	₹2,798	UPI	Store
06-08-26	G011	New	Kurta	Men	1	₹999	₹100	₹899	Cash	Store
06-08-26	G012	Regular	Saree	Women	2	₹1,799	₹200	₹3,398	UPI	Online

नोट: ऊपर का Data केवल Example है। वास्तविक Garments Business के अनुसार Entries बदलें।

3. Product-wise Sales Summary

Product	Category	Units	Gross Sales	Discount	Net Sales	Purchase Cost*	Gross Profit*	Stock Status
T-Shirt	Men	7	₹4,193	₹300	₹3,893	₹2,100	₹1,793	Fast Moving
Jeans	Men	3	₹4,497	₹300	₹4,197	₹2,700	₹1,497	Fast Moving
Kurti	Women	2	₹1,798	₹100	₹1,698	₹900	₹798	Normal
Saree	Women	3	₹5,197	₹300	₹4,897	₹3,000	₹1,897	Fast Moving
Shirt	Men	2	₹1,598	₹100	₹1,498	₹900	₹598	Normal
Kids Frock	Kids	2	₹1,398	₹100	₹1,298	₹700	₹598	Normal
Leggings	Women	3	₹1,197	₹50	₹1,147	₹600	₹547	Fast Moving
Top	Women	2	₹1,398	₹100	₹1,298	₹700	₹598	Normal
Kurta	Men	1	₹999	₹100	₹899	₹550	₹349	Slow

* Purchase Cost और Gross Profit को वास्तविक Cost के अनुसार अपडेट करें।

4. Monthly Sales Dashboard

Total Orders	12	**Total Units Sold**	25
Gross Sales	₹24,475	**Total Discount**	₹1,350
Net Sales	₹23,125	**Average Order Value**	₹1,927
Best Category	Women	**Best Product**	Saree
New Customers	7	**Regular/Repeat**	5
Online Sales	₹5,596	**Offline Sales**	₹17,529

5. Customer Segment-wise Sales

Customer Segment	Customers	Orders	Net Sales	Avg. Spend	Main Preference
New Customers	7	7	₹10,239	₹1,463	T-Shirt / Kurti / Top
Regular Customers	3	4	₹7,295	₹2,432	Jeans / Saree
Repeat Customers	2	2	₹5,591	₹2,796	T-Shirt / Saree

6. Monthly Analysis / Decision Notes

☐सबसे अधिक बिकने वाला Product: _____

☐सबसे अधिक Revenue देने वाली Category: _____

☐Slow-Moving Product: _____

☐सबसे अधिक खरीदने वाला Customer Segment: _____

☐Online या Offline में बेहतर Channel: _____

☐अगले महीने किस Product का Stock बढ़ाना है? _____

☐किस Product पर Discount Strategy बदलनी है? _____

☐अगले महीने का Sales Target: ₹_____

7. Data Entry Rules

• हर Bill/Order को Unique ID दें।

• Sale होते ही Data Record करें।

• Discount, Return और Cancellation को Record करें।

• Product Name और Category का Standard Format रखें।

• Duplicate Entries हर सप्ताह Check करें।

• महीने के अंत में Total Sales, Units, AOV और Top Products Analyze करें।

• Customer की Personal Information केवल आवश्यकता के अनुसार और सुरक्षित तरीके से रखें।

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