| **BÁO CÁO KẾT QUẢ BÁN HÀNG****1. SỐ LIỆU VỀ CÁ NHÂN**  * Tổng kết đơn hàng:   + Số lượng đơn: ……   + Tổng doanh thu: ……   + Tỷ lệ chuyển đổi: …… * Ghi chú: (Các điểm nhấn đặc biệt, những động thái quan trọng…)   **2. DOANH SỐ THEO NGÀY/TUẦN/THÁNG**   | **STT** | **Mốc thời gian** | **Số đơn hàng** | **Doanh thu** | | --- | --- | --- | --- | |  |  |  |  | |  |  |  |  | |  |  |  |  |   **3. DOANH SỐ THEO SẢN PHẨM/THEO KHU VỰC**  **A. THEO SẢN PHẨM**   | **STT** | **Sản phẩm** | **Số lượng bán** | **Doanh thu** | | --- | --- | --- | --- | | **1** |  |  |  | | **2** |  |  |  | | **3** |  |  |  |   **B. THEO KHU VỰC**   | **STT** | **Khu vực** | **Số đơn hàng** | **Doanh thu** | | --- | --- | --- | --- | | **1** |  |  |  | | **2** |  |  |  |   **4. TOP KHÁCH HÀNG VÀ TOP SẢN PHẨM**  **A. TOP KHÁCH HÀNG (5 HOẶC 10 KHÁCH HÀNG LỚN NHẤT)**   | **STT** | **Tên khách hàng** | **Doanh thu (VNĐ)** | **Tỉ trọng** | | --- | --- | --- | --- | | **1** |  |  |  | | **2** |  |  |  | | **3** |  |  |  |   **B. TOP SẢN PHẨM**   | **STT** | **Tên sản phẩm** | **Số lượng bán** | **Doanh thu (VNĐ)** | | --- | --- | --- | --- | |  |  |  |  | |  |  |  |  | |  |  |  |  | |
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