



Ahsanullah University of Science and Technology
Department of Computer Science and Engineering

CSE3200: Software Development-V

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Project Proposal

Sales Management System

Lab Section: B1

Group: 8

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1. Abstract

Sales management is the process of hiring, training and motivating sales staff, coordinating operations across the sales department and implementing a cohesive sales strategy that drives business revenues. Sales are the lifeblood of any organization and managing the sales process is one of the most important functions of any business. A sales management system is a program that can be used to manage contacts and track deals.

It can drive team effectiveness by minimizing admin tasks and centralizing customer information. The system allows the sales manager to assign tasks to the right rep and priorities good leads, as well as improving forecasting and analytic.

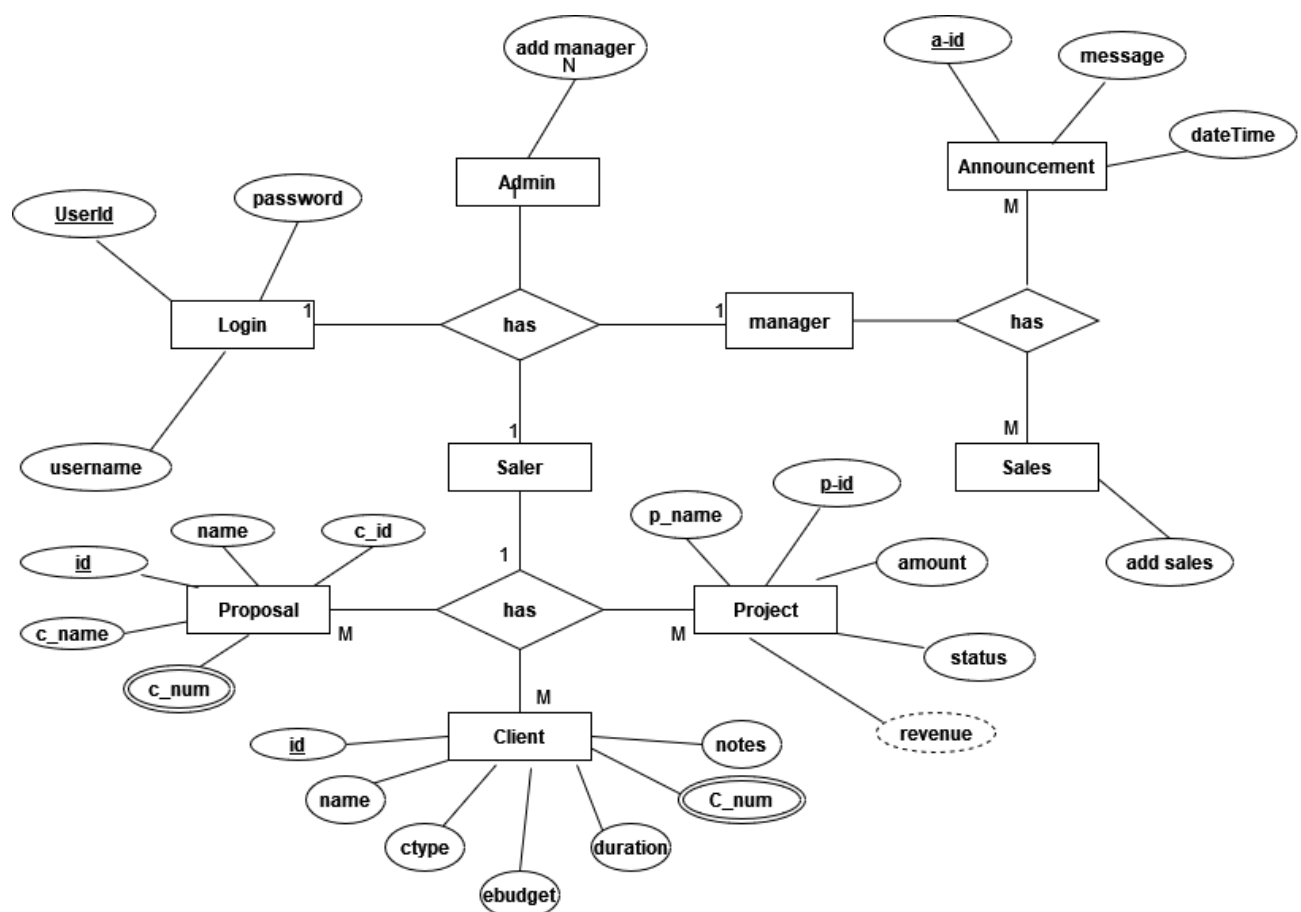
That's why we all the team members came to a decision that we will build a "Sales Management System" web application. There will be three major panels. 'Admin Panel', 'Sales Panel', 'Manager Panel'.

2. Proposed Features

- **User login:** In the home page there is a user ID/ log in box where user can log in as Admin, Saler or Manager with their email/username and password.
- **Contact Management:** In every business sales department, it's actually people interacting people. Therefor it is necessary to have a coherent contact management system in place. Customer data is organized in a centralized location. Various customer data like his contact number, demographic, customer service interaction can be saved and retrieved here.
- **Sales Order Management:** There will be a Sales panel where new sales item can be added/updated/delete. Accept or reject proposals/projects.
- **Dashboard:** There will be dashboards for users. In the dashboard there will be the records of all the proposals, project, sales information etc.

- **Deals & Tasks:** Sales Management tools allows to add, assign or track significant items and add them to the business pipeline. Deals and tasks get populated by itself using customer data.
- **Sales Manager:** There will be a manager panel where new sales/projects will be handled and important announcement/notice will be given.
- **Admin Panel:** Admin's can add/update/remove sales manager

3. Entity-Relationship Diagram



4. Future Work:

It was a great experience working on this project for the past 4/5 weeks. Thanks to our honorable course teachers for helping us in this period of time and with their valuable feedbacks. We already executed most of our plans although there are some features like, notify users, Dynamic interface, some backed cases that we accomplished. We will like to work it in the future.

5. Conclusion

We build a ASP.Net (MVC) web application named “Sales Management System” and it is the process of developing a sales force, coordinating sales operations and implementing sales techniques that allow a business to consistently hit, and even surpass, its sales targets. If once business brings in any revenue at all, a sales management strategy is an absolute must.