**User Persona’s:**

**Salespeople:**

**Jeff:** 24 y.o. Broke Student, Bad with computers, enters the wrong info in the wrong cell in excel.

**Chad:** 35 y.o. Top sales performer. A-type personality. Really good with computers and want to be as efficient as possible. (Automate everything because he hates paperwork)

**Manager:**

**Heather:** country girl, 43, does a lot of admin work, staff training and customer satisfaction follow ups. Makes budget and sales forecasts (to see if they hit their monthly, quarterly, and annual quotas).

**Sales Scenarios:**

**Short:** More training of staff resulting in more expenses. Firing and hiring people. Increased Amortization of vehicles and putting on sales to get rid of inventory (tightening of margins.)

**Meet:** Expected results

**Exceed:** Commission tier list / bonuses calculations

Feature Details:

**Dashboard:** Dashboard comparing expected results to actual results.

**Add, Delete, Modify Sales:** Have solid validation in form fields so Jeff can’t mess up. Give Heather the ability to change and give different types of privileges (add, delete, modify) to employee’s.