**Cars4U Project Design**

**Design and consider System:**

The basic concept of to develop this project was to manage online car sales is faced with few technical issues, ranging from information regarding sales of cars is manually done ex: Product details, distributor details, purchases and sales details. This calls for the need to develop a system that corrects this error. The design cars4u website enable customers to purchase cars online with secure credit card payment gateway thereby reducing risk of travelling to purchase the car.

In this project, a web based C# MySQL Mini DBMS project and have using HTML, CSS, JAVASCRIPT.

The main feature of the project is to manage the records of Shops and its shop Cars, its an admin based C# Mini project, where can manage the car sales, car stocks and car sales history. Other features of car sales and service system, while adding items from admin account the user has to provide car name, car price and car quantity. We have developed a cars sales dashboard, where admin can enter the customer name and contact number to start car sales.

**Cars Sales Process Design:**

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An entity used in the process can be revisited multiple times (multiple closed entity loops).

A process can go back to the previous stage regardless of an entity type. For example, if the active stage is **Deliver Quote** on a quote record, process users can move the active stage back to **the Propose** stage on an opportunity record.

In another example, suppose a process is currently in the present proposal stage in your process flow: **Qualify Lead> Identify Needs> Create Proposal> Present Proposal> Close.** If the proposal presented to the customer requires more research to identify customer needs, users can simply select the **Identify Needs** stage of your process and choose **Set Active.**

The following steps provide a good outline for what you should be doing to find potential customers, close the sale, and retain your clients for repeat business and referrals in the future.

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1. **Prospecting**

Evaluating whether the customers need your product or service and can afford it is known as qualifying.

1. **Preparation**

Preparing for initial contact with a potential customer, researching the market and collecting all the relevant information regarding your product or service. Developing your sales presentation and tailor it to your potential client’s needs.

1. **Approach**

In this stage, you make first contact with your client. Sometimes this is a face-to-face meeting, sometimes it’s over the phone. There are three common approach methods.

Premium approach: Presenting your potential client with a gift at the beginning of your interaction

Question approach: Asking a question to get the prospect interested

Product approach: Giving the prospect a sample or a free trial to review and evaluate your service.

1. **Presentation**

Demonstrate how your product or service meets the needs of your potential customer. Listen to your customer’s needs and then act and react accordingly.

1. **Handling objections**

The most underrated of the sales process is handling objections. This is where you listen to your prospect’s concerns and address them. It’s also where many unsuccessful salespeople drop out of the process- 44% of salespeople abandoning pursuit after one rejection, 22% after 2 rejections, 14% after 3 rejections and 12% after 4, even though 80% of sales require atleast 5 follow-ups to convert. Successfully handling objections and alleviating concerns separates good salespeople from bad and great from good.

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1. **Closing**

This stage, you get the decision from the client to move forward. Depending on your business, you might try one of these three closing strategies

* **Alternative choice close:** Assuming the sale and offering the prospect a choice, where both options close the sale- ex: Will you be paying the whole fee up front or in installments? Or will that be cash or charge?
* **Extra inducement close:** Offering something extra to get the prospect to close, such as a free month of service or a discount.
* **Standing room only close:** Creating urgency by expressing that time is of the essence- ex: the price will be going up after this month or we only have six spots left.

1. **Follow-up**

Once you have closed the sale, the job is not done. The follow up stage keeps you in contact with customers you have closed, not only for potential repeat business but for referrals as well. And since retaining current customers is six to seven times less costly than acquiring new ones, maintaining relationships is key.

**Technology Used in the Project are**

* HTML – page layouts has been designed
* CSS – used for all the designing part
* JavaScript- All the validation task and animations has been developed by JavaScript
* C# - All the business logic has been implemented in C# programming language.
* MYSQL- MySQL database has been used as database for the project.

**Supported Operating Systems:**

* Windows: This project can easily be configured on windows OS.
* Linux: We can run this project also on all versions of Linux operating systems.
* Mac: We can also easily configured this project on Mac operating system.