PERSENTATION

FYP Sales Management System(SMS)

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Project Title

Title Sales Management System

Subtitle:

Efficient Tracking of Products and Sales

Presented by: Madiha Afzal, Sadia Bibi , Sonia Amant, Mazhar Abbas

Introduction:

Purpose of the system:

To streamline the process of managing products and sales in a business.

Target users:

Admins, sales managers, and business owners.

Problem statement

Businesses often face challenges in managing sales leads, maintaining consistent communication with customers, and analyzing sales performance. In traditional systems, manual data entry, scattered information, and lack of real-time analytic can hinder the efficiency of the sales team, leading to missed opportunities and low productivity. This project aims to address these issues by automating key sales processes, providing an integrated platform for lead tracking, CRM, and performance monitoring

Expected Deliveries:

1. Sales Management System:

A fully functional web-based application.

3. Security and Data Protection:

Protecting sensitive data and ensuring system security.

2. User Manual:

A comprehensive guide for users.

3. Technical Documentation:

Detailed technical documentation for future maintenance and updates.

Features

- About Project
- Add Product
- Product Reports
- Add Sales
- Sales Reports
- User Authentication (Login/Logout)

Add Product

- [ ] Input fields:
- [ ] Product Name
- [ ] Product Code
- [ ] Category
- [ ] Price
- [ ] Company

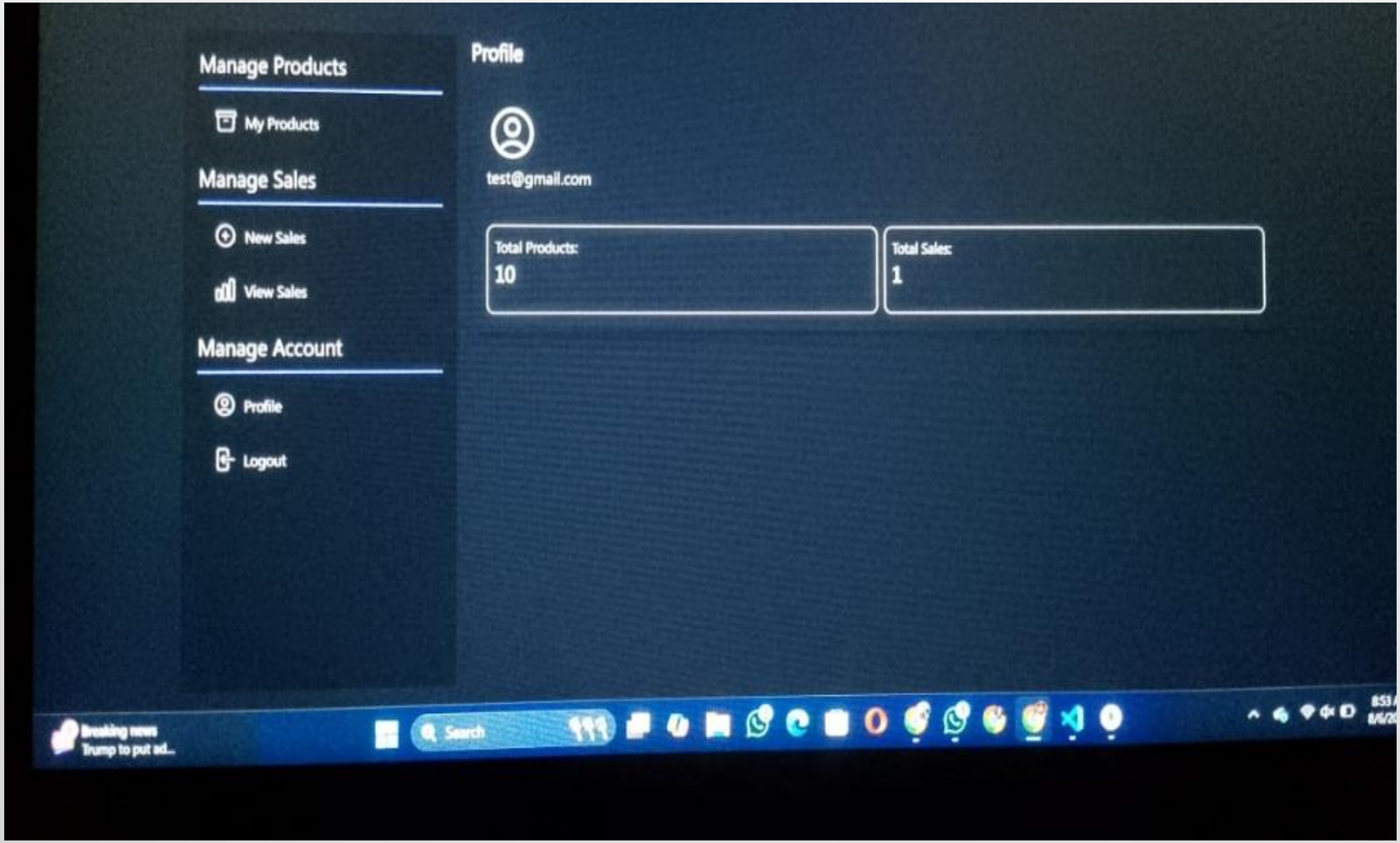
Description:

- Admins can add new products to the inventory.

Product Information:

View details of each product Includes:

- Name
- Code
- Price Option
- Product Code
- to Edit or Delete products

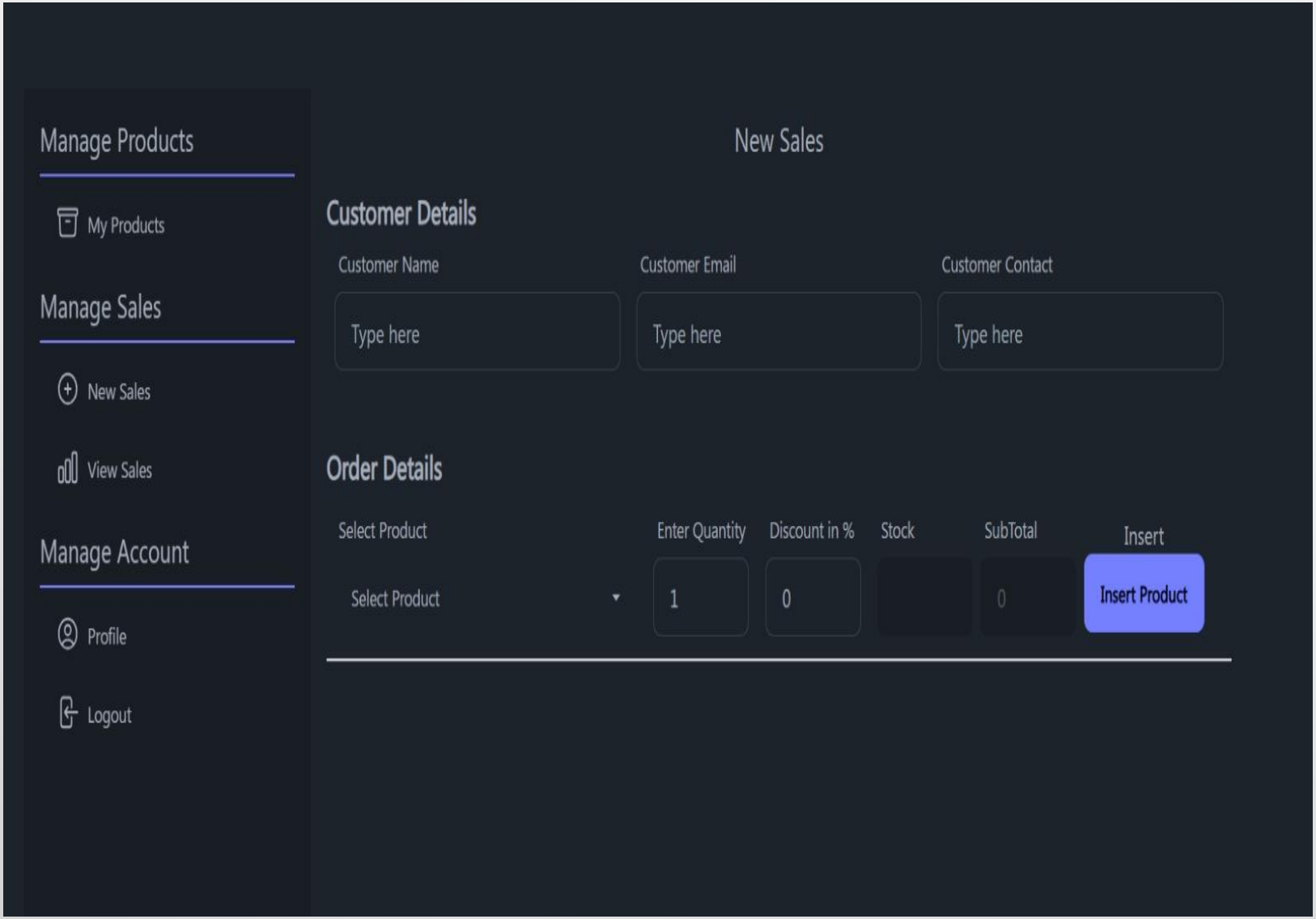

Manage Products
My Products
Manage Sales
New Sales
View Sales
Manage Account
Profile
Logout
Profile
test@gmail.com
Total Products:
10
Total Sales:
1
Search

Product Report

- Displays a list of all products
- Can be filtered by category or stock level
- Helps in inventory tracking and restocking decisions

Add Sales:

- ❑ Input fields:
- ❑ Select Product
- ❑ Quantity Sold
- ❑ Date of Sale
- ❑ Auto-update stock levels
- ❑ Calculates total sales amount per transaction


Manage Products
My Products
Manage Sales
New Sales
View Sales
Manage Account
Profile
Logout
New Sales
Customer Details
Customer Name
Customer Email
Customer Contact
Type here
Type here
Type here
Order Details
Select Product
Enter Quantity
Discount in %
Stock
SubTotal
Insert
Select Product
1
0
0
Insert Product

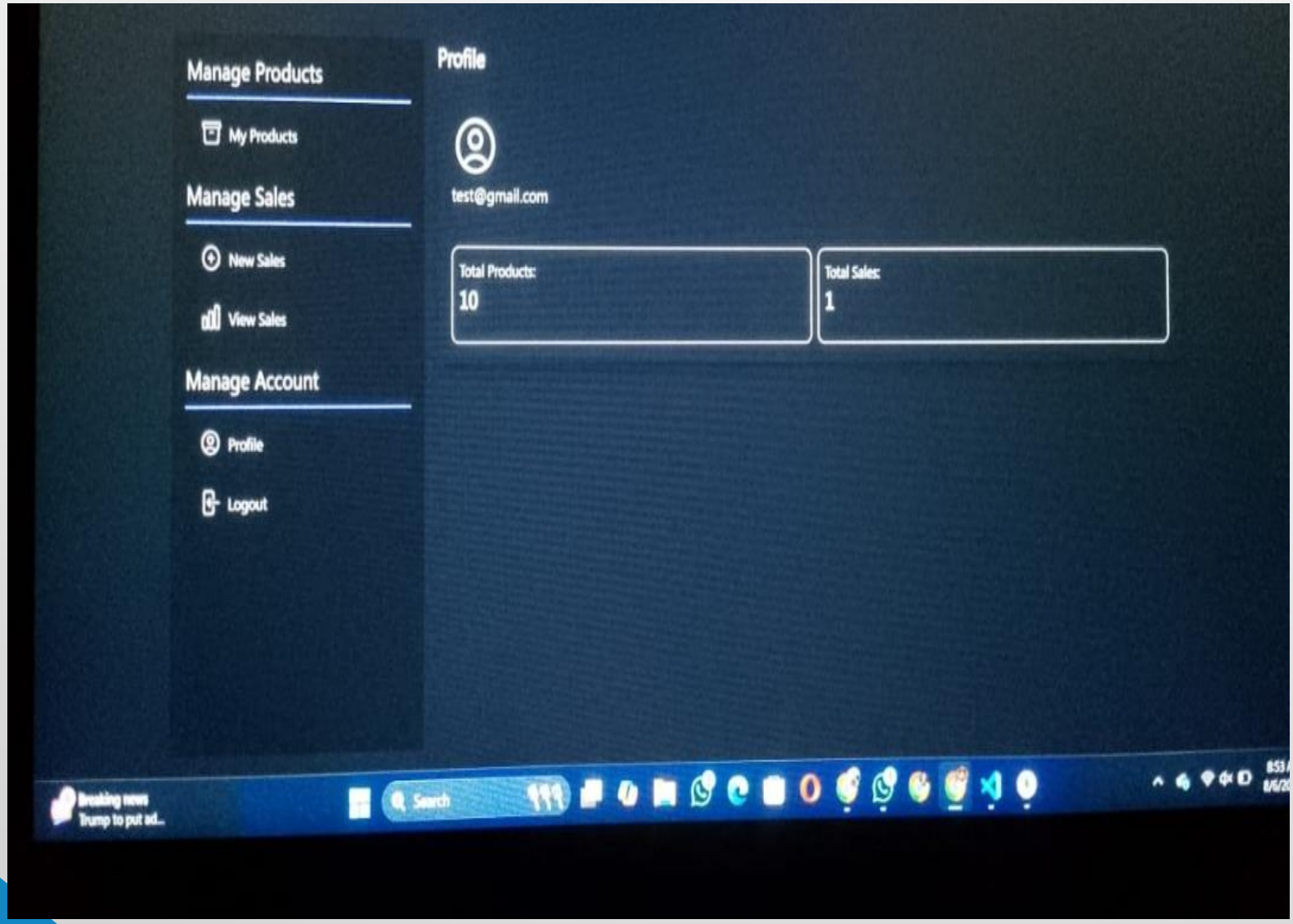
Sales Report

View all sales transactions

- Sale ID
- Product Name
- Quantity
- Sold Date
- Total
- Price

Logout Function

- ✓ Secure logout feature
- ✓ Protects data and user sessions
- ✓ Prevents unauthorized access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Technologies

- Used Frontend: React / HTML / CSS / JS
- Backend: Node.js / Express / PHP
- Database: MySQL / MongoDB
- Authentication: JWT / Session-based

Conclusion:

- Summarize key benefits:
- Simplifies product and sales management
- Real-time reporting
- Easy to use interface

Future scope:

- Add invoice generation
- Support multiple users
- Analytics dashboard
- **Expected Challenges and Risks**
- **1. Technical Complexity:**
- Integration with existing systems and third-party services.
- **2. User Adoption:**
- Ensuring users understand and adopt the new system.
- **3. Security and Data Protection:**
- Protecting sensitive data and ensuring system security.

Reference:

1. Articles and Research Papers

"Title: Design and Implementation of a Sales Management System for Small Businesses.Authors: Obinna, O. A., et al.Published in: International Journal of Computer Applications (IJCA), 2021

2. Analysis and decision making (9th Edition) Author Thomas N.Ingram, Raymond.W.

3. Technical Research
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THANK YOU