



**PROJECT TITLE :** SalesXp-Smart Sales Commission & Performance Tracking

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**BATCH NO** : 11B

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### **ABSTRACT:**

SalesXP is a cutting-edge commission tracking and performance-based reward platform designed to enhance the efficiency and motivation of store salespersons. Each salesperson is assigned a unique ID and barcode, ensuring seamless and accurate tracking of their sales performance. The platform introduces a structured level-based competition system, where commission rates progressively increase as salespersons achieve higher sales milestones, incentivizing continuous improvement. In addition to standard commissions, SalesXP offers bonus commissions for influenced sales, such as promoting older stock, slow-moving items, or high-margin products, helping stores optimize inventory turnover. The ranking system creates a competitive yet rewarding environment, encouraging sales teams to strive for better performance while fostering a sense of achievement and recognition. By integrating real-time tracking and automated calculations, SalesXP eliminates manual errors, ensuring transparency and fairness in commission distribution. This structured approach not only boosts employee motivation and engagement but also drives overall sales growth, enhances customer interactions, and streamlines stock management, making it a powerful tool for retail businesses aiming to maximize profitability.

## EXISTING METHOD:

- **Manual Tracking:** Most stores rely on outdated manual logs or spreadsheets to track sales commissions.
- **Equal Commission Structure:** Salespersons earn the same percentage, regardless of effort, leading to low motivation.
- **Lack of Incentives for Stock Clearance:** Selling older inventory is not rewarded, causing stockpile issues.
- **No Performance**
- **Based Growth:** Salespersons lack career progression, reducing long
- **Term engagement.**

## PROPOSED METHOD:

SalesXP transforms commission tracking into a data-driven, competitive, and rewarding system.

### A.Unique ID & Barcode-Based Sales Tracking:

- Each salesperson is assigned a unique barcode/ID to track their individual sales.
- Every sale is automatically logged in their personal dashboard.

### B.Level -Based Commission Model:

Level	Sales Threshold	Commission Rate	onus for Old Stock Sales
Level 1	0-50 Sales	5%	2% extra
Level 2	51-100 Sales	7%	3% extra
Level 3	101-200 Sales	10%	5% extra
Level 4	201+ Sales	15%	7% extra

### C.Special Rewards for 'Influenced Sales':

- Selling old stock results in higher commission boosts.
- Salesperson influenced a sale, ensuring fair reward distribution.

### D. Real-Time Leaderboard & Analytics:

- Salespersons can track their rank, earnings, and upcoming level.
- Stores can monitor who performs best and identify training needs.

### E. Fraud Prevention & Fair Commission Distribution:

- Barcode scanning ensure that only genuine sales are logged.
- Prevents fake sales by ensuring real customer interaction.

## **SYSTEM REQUIREMENTS:**

## **SOFTWARE REQUIREMENTS:**

- **Front End:** HTML, CSS, JavaScript.
- **Back End:** Spring Boot(for Java-based backend) & Node.js (for JavaScript-based backend).
- **API Testing & Development:** Postman.
- **Database:** SQL & MongoDB.

## **HARDWARE REQUIREMENTS:**

- **System** : Minimum i3 And Above.
- **Hard Disk** : 40 GB(min).
- **RAM** : 4 GB (min).