

# **Shutter Sales Management System**

The Shutter Sales Management System is a comprehensive software solution designed to streamline the processes involved in the sale and distribution of shutters. The system caters to various stakeholders involved in the shutter industry, including administrators, users, shutter manufacturers, and sales teams. It aims to automate and optimize key functionalities, enhancing efficiency, accuracy, and overall business performance.

## **Modules:**

### **1.Admin Module:**

User Management: Admin can manage user accounts, permissions, and roles within the system.

Product Management: Admin can add, update, and delete shutter products, including specifications, pricing, and availability.

Order Management: Admin oversees the entire order process, from receiving orders to managing inventory and tracking shipments.

Reporting and Analytics: Admin can generate reports on sales performance, inventory status, and other key metrics to facilitate decision-making.

### **2.User Module:**

Registration and Login: Users can create accounts or login to existing ones to browse and purchase shutter products.

Product Catalog: Users can view detailed information about available shutter products, including images, descriptions, and prices.

Shopping Cart: Users can add desired products to their cart, review their selections, and proceed to checkout.

Order Tracking: Users can track the status of their orders, including processing, shipping, and delivery.

### **3.Shutter Manufacturers Module:**

Profile Management: Manufacturers can create and manage their profiles, including company information, product catalog, and contact details.

Production Management: Manufacturers can update production status, manage inventory levels, and schedule shipments.

Order Fulfillment: Manufacturers receive orders from the system, fulfill them according to specifications, and update order status accordingly.

### **4.Sales Team Module:**

Lead Management: Sales representatives can track and manage leads, including potential customers and opportunities.

Customer Relationship Management (CRM): Sales team members can maintain customer profiles, track interactions, and manage communication.

Sales Reporting: Sales representatives can generate reports on sales performance, revenue forecasts, and pipeline analysis to monitor progress and identify growth opportunities.