

**HANOI UNIVERSITY OF SCIENCE AND TECHNOLOGY**

# **GRADUATION THESIS**

**Designing and developing sales staff management  
system**

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# ABSTRACT

Compared to many years ago, now we have seen a lot of dizzying developments around the world. With so many great landmark inventions that made it possible for two-legged humans to walk on the ground, we can now reach the stars that no one could have imagined. What drives us to such great success?

The answer is the way of management and organization. Like the closely linked gears of a watch, we can see that even the smallest missing part can make the entire operation of the watch stop. The same is true for every company in the world. Everyone in the company will have their positions to ensure that the large apparatus works to the company's requirements. When everything is done, the result is using the products and services the company offers to the consumer. But that is not enough for users. Because human needs have no limits. People always crave better things and demand more from businesses. So what do companies do?

What people crave has been recognized and solved by businesses long ago. Users need faster, more perfect, and companies understand that. Proof that the success of every big business is the speed of service to consumers. Time waits for no one, neither do consumers. They will accept the service with the fastest service time. When it comes to the quickest time, that company is also the closest to winning the race to succeed in the fiercely competitive battlefield. Therefore, we can see that speed and productivity are the keys to business success.

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