**Post Sales Section**

Menu: Post Sales

* Add Booking (for sales web user also)
* All Bookings (sales web user can view their booking but admin can see all)
* Add Commission
* All Commission

**Add Bookings (accordion flow):**

Serial no and date of the submitted form should be auto generated

Company name and address should auto populate

* Project details
  + Project name
  + Property Type
  + Property type option
  + Unit No (blank/auto type)
  + Size (property area manual)
* Client Details
  + Name of applicants (text)
  + Address (text)
  + Contact No
  + Email id
  + Welcome Call (Yes/No)
  + Referred by
  + Reference amount
* Payment Details (amount should display in figures)
  + BSP (dropdown – amount)(Price Calculator Popup (optional), once saved then the pdf of calculation should be saved in attachment and also populate the below mentioned 6-7 field, this price calculator will be optional, incaseits not used then )
  + *Discount (rs/sqft/%/Amount)*
  + *Net BSP (Amount)*
  + *Total other Charges (Amount)*
  + *GST (Amount)*
  + *Total Cost (Amount)*
  + *Total Commission (ALL italics has to be auto filled) (Amount)*
  + Cheque No
  + Date
  + Bank (dropdown)
  + Booking Amount*(Amount)*
  + Loan Requirement*(Amount)*
  + Remarks
* Attachments (uploads pdf/jpg)
  + Application Form
  + Clients PAN
  + AADHAR
  + Cheque Details
  + Other docs
* Office Use Only
  + Team Head Name
  + Lead Source (dropdown)
  + Lead No
  + Broker Name
  + Broker Slab
  + Booking date

**All Bookings (for admin and sales user)**

PDF printout option after the form is submitted

* Serial no
* Unit no
* Sales Person name
* Client name
* Total Amount
* Status (Approved/unapproved/rejected)
  + Action
    - Edit (approval of status from here)
    - View

**Add Commission**

* Builder Name
* Project name
* Commission Slab (rs/sqft/%/Amount) (Add More logic)
  + Bookings (from to) e.g 1 to 5 (5% commission), 6 to 10 (7%) and so on
* Additional Commission (rs/sqft/%/Amount)
  + Bookings (from to) e.g 1 to 5 (5% commission), 6 to 10 (7%) and so on
* Other Commission (rs/sqft/%/Amount)
  + Bookings (from to) e.g 1 to 5 (5% commission), 6 to 10 (7%) and so on
* Any other benefit (Remarks type)
* Credit note: (This amount will be subtracted for calculating the total brokerage)

**List of Commissions**

* Based on add commission list

**Calculation Reports**

* Unit wise commission
  + Booking id
  + Project name
  + Unit no
  + Sales person name (user name)
  + Commission slab applied
  + Addional commission slab applied
  + Commission amount
  + Additional commission amount
  + Total commission
* Calculated Commission Project wise
  + Project Name
  + No of units sold
  + Commission slab applied
  + Addisional commission slab applied
  + Commission slab Amount
  + Additional commission slab amount
  + Total Commission (commission slab amount+additional commission slab amount)

Action button

* + View details (unit wise commission) – here we will get the details of commission project wise/usitwise with salesperson name
* Calculated commission Sales Personwise
  + Name of Sales Person
  + Name of Units sold
  + Commission amount
  + Addidional commission
  + Total commission

Action

View details (here we will get the details of unit wise commission earned)

**Approval Process**

* After the booking is done by sales user then it should go through approval process before getting final approval
  + After Sales user submits the booking
  + Then it should be approved by Team Head
  + Then it should go to the CRM team for approval
  + Finally the Admit should approve

**Other**

All submission should get a web menu and mail notification

**Post Sales Addon**

Add Booking:

* **Section 1 (Project details): Add Payment plan (dropdown) after name of project.**
* **Section 3 (Payment details): Total Commission section to be moved in office use section**
  + **Total Commission Calculation (change to commission)**
    - **In % (5%): Total cost\*percentage /100 or 5000000\*5/100 =250000**
    - **In per sqft(100 per sqft for area – 1000 sqft flat): area\*persqft = 100\*1000 = 100000**
    - **In total amount = Total amount = 5 lakh**
* **Section 4(Office Use) –** 
  + **Total Commission (auto filled with no editing) (change to commission)**
  + **Credit Note (add field) –in amount**
  + **Other Discount (add field) – in amount**
  + **Reference Fee (add field) – in amount**
  + **Net Commission (add field)- Its auto calculate**
    - **Net Commission Formula – Commission amount – Credi Note – Other discount – Reference Fee**
* List:
  + **Commission Slab amount**
  + **Credit Note amount (add)**
  + **Other Discount (add)**
  + **Reference Fee (add)**
  + **Net Commsssion (add)**
  + **Total Commission Amount Calculation = Net Commission +additional commission + other commission**

Add booking:

Net bsp = bsp amonut – discount

Total cost = Net bsp +total other charges+gst

pan card/aadhar moved in office use section - 1 hours

Some bugs in edit updation - 1 hours