RETAIL MANAGEMENT APPLICATION USING SALESFORCE

INTRODUCTION:

Overview

Retail Management refers to the process of helping customers find products in yours store.

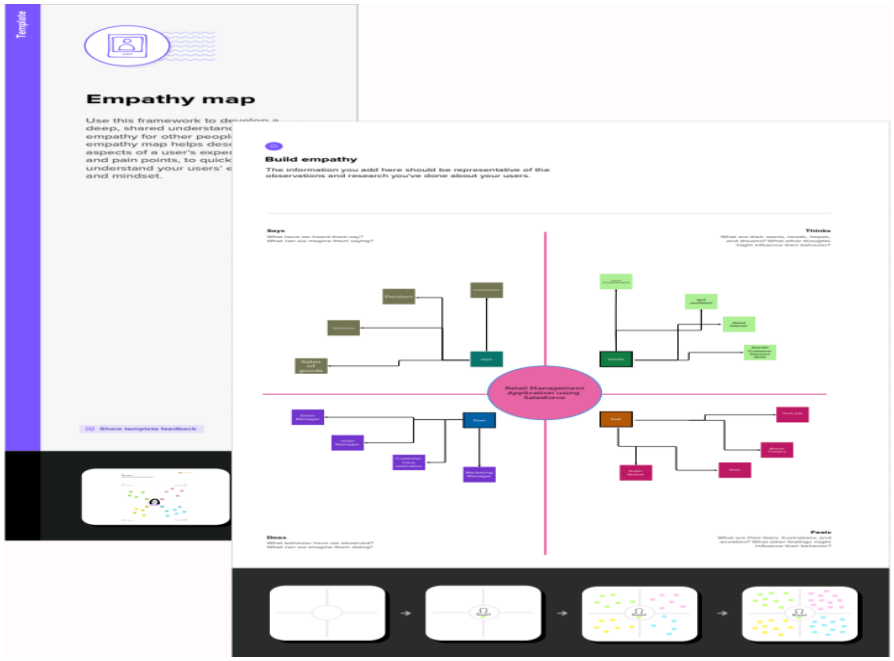
Retailing, the selling of merchandise and certain service to customers.

Purpose

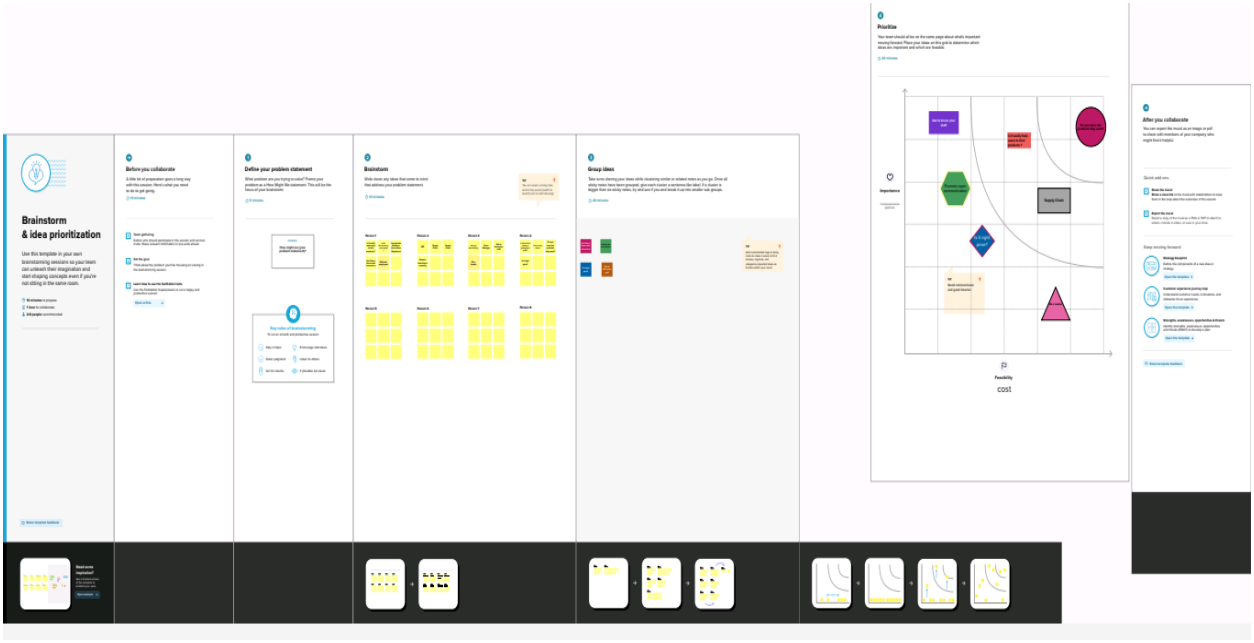
- Develop leadership skills
- Improve analytical ability.
- Learn to comprehend.
- Excellent job opportunities.
- Enhanced sells competence.

1. Problem Definition & Design Thinking

Empathy Map



Ideation & Brainstorming Map



2. RESULT

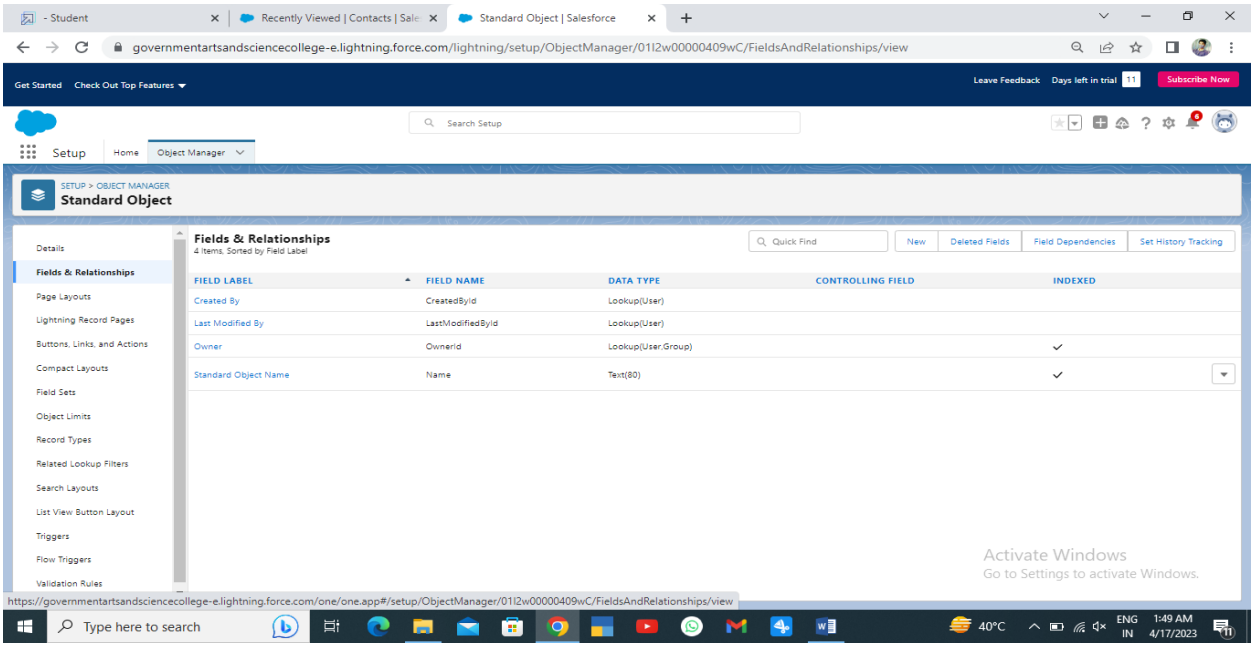
Data Model

Object name	Field in the Object
Ob. 1 **CUSTOME**	**Field label** / **Data type** Entre id / Auto sum Phone / 8903428326
Ob. 2 **STANDARD**	**Field label** / **Data type** Enter Bio / Customer Email / ttamilmani290@gmail.com

Activity & Screenshot

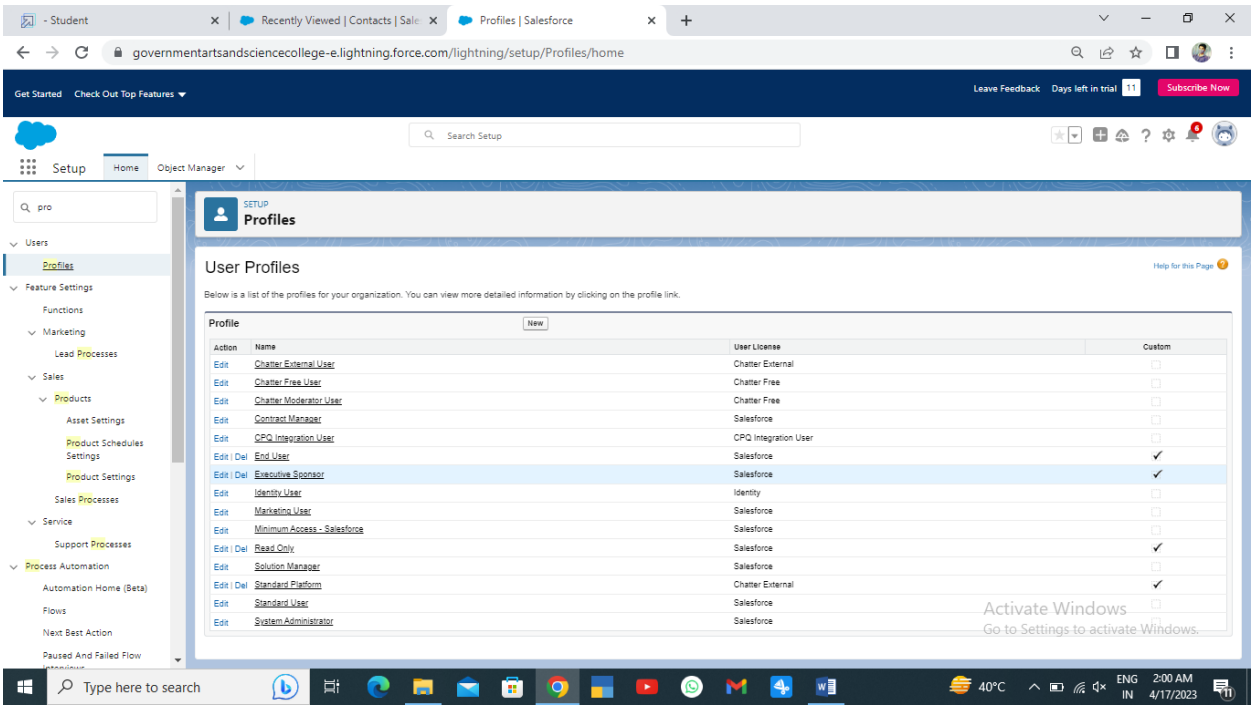
Milestone: 4

Activity: 2



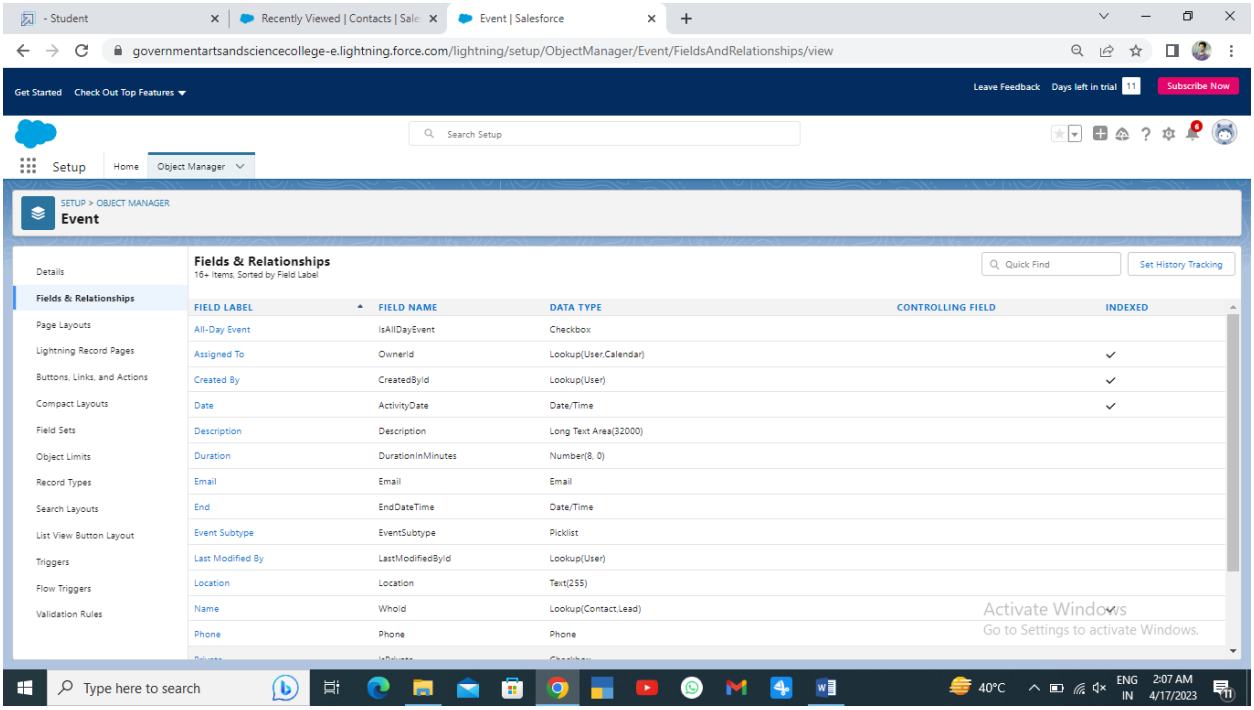
Milestone: 5

Activity: 1



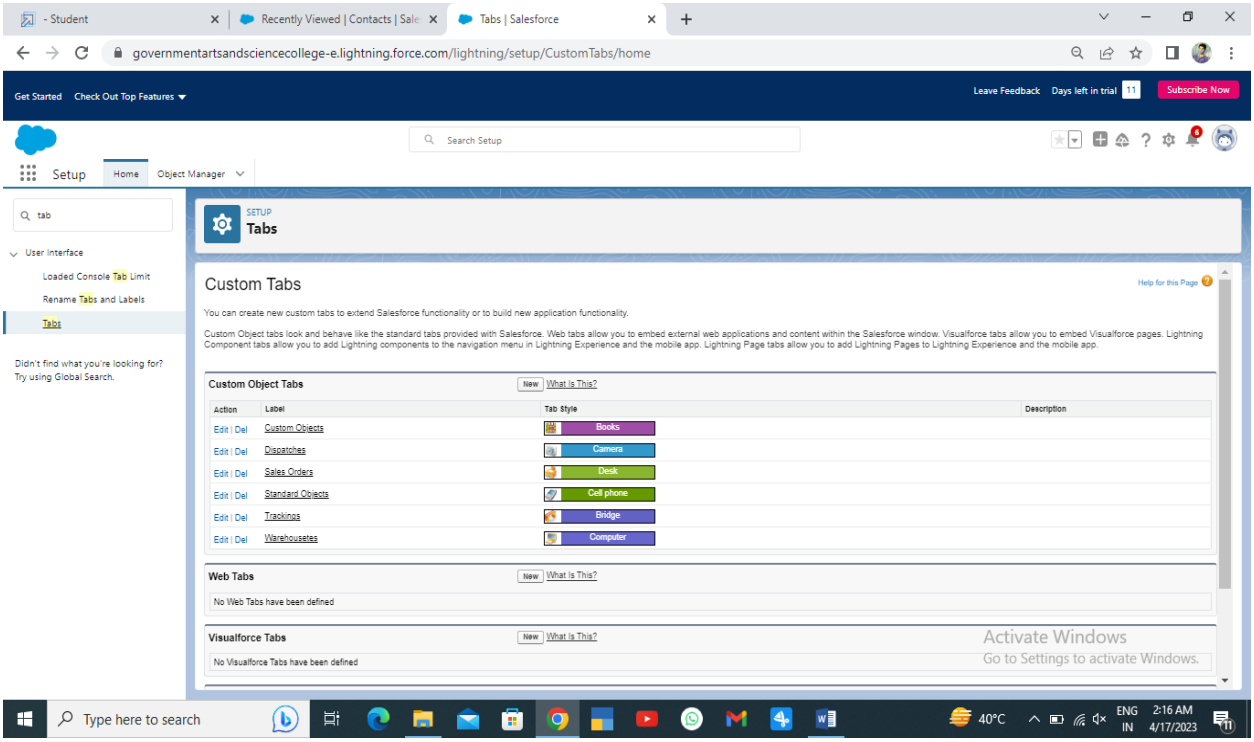
Milestone: 4

Activity: 5



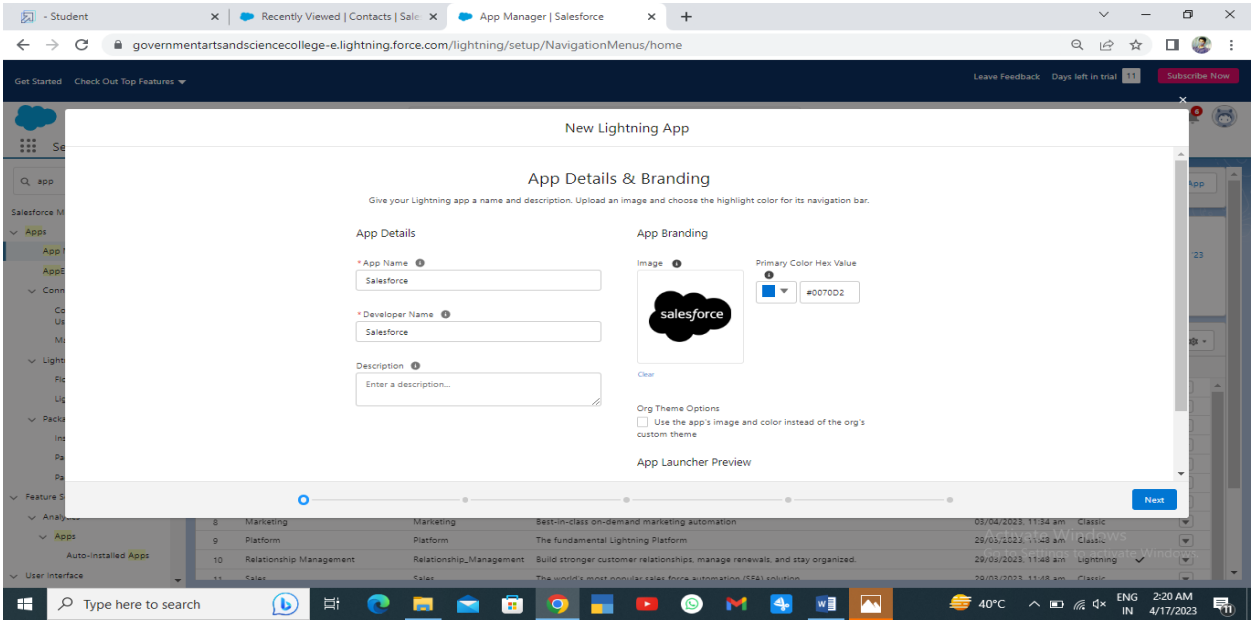
Milestone: 3

Activity: 1



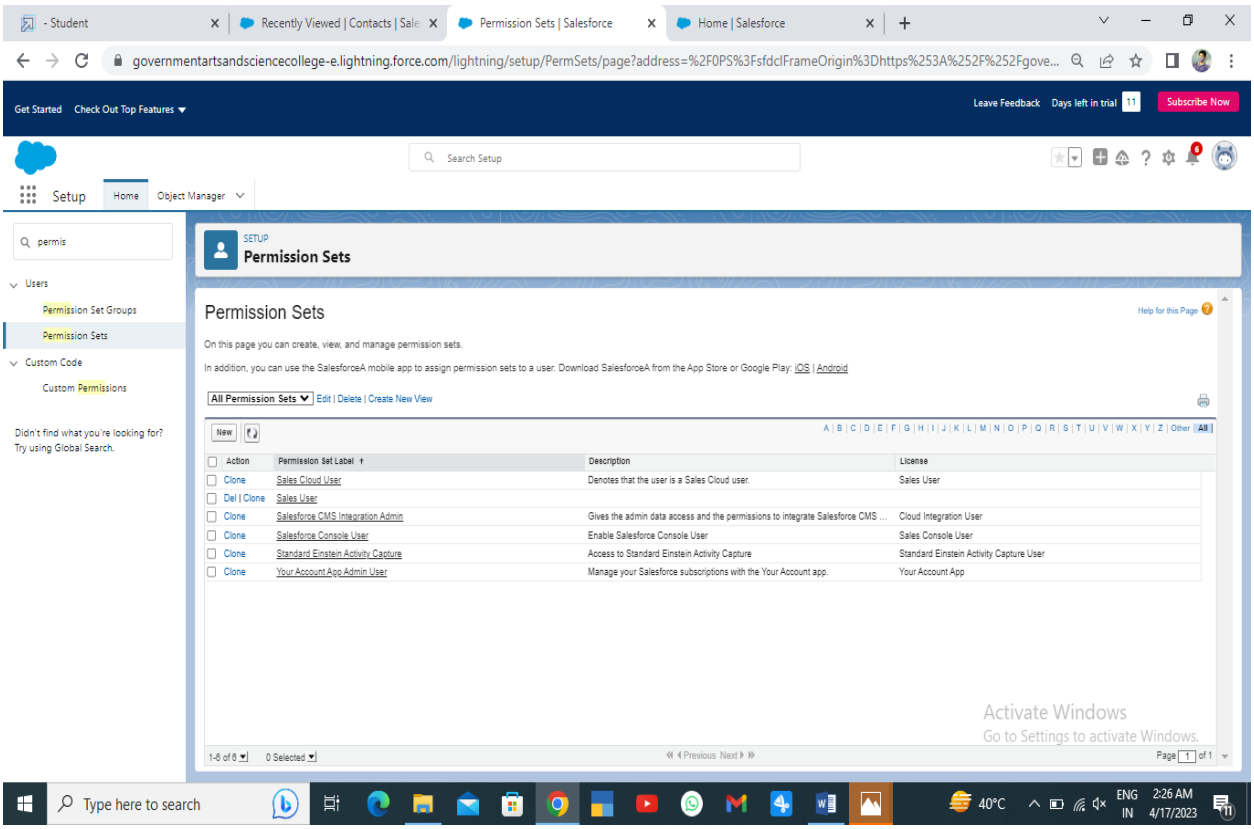
Milestone: 6

Activity: 1



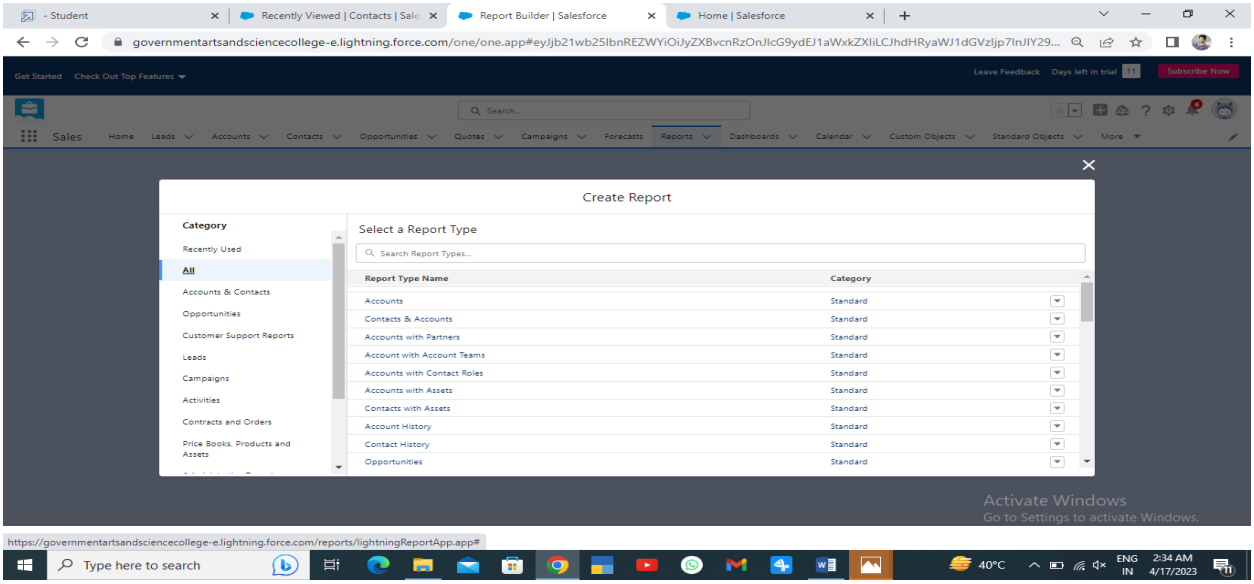
Milestone: 7

Activity: 1



Milestone: 8

Activity: 1



3. Trailhead Profile Public URL:

Team Leader – Tamilmani https://trailblazer.me/id/ttamilmani

Team Member 1 – Elavarasi https://trailblazer.me/id/strailhead

Team Member 2 – Elakkiya https://trailblazer.me/id/strailhead

Team Member 3 – Vijiyaragavan https://trailblazer.me/id/strailhead

4. ADVANTAGES & DISADVANTAGE:

Advantages:

1. Enhanced sales competence
2. Develop leadership skills
3. Improve Analytical Abilities.
4. Excellent job opportunities.

Disadvantages:

1. Requires more marketing costs.
2. Good selling skill is required.
3. High Completion.
4. No Benefit of bulk buying.

5 Applications:

Retail Management software is technology that helps business owners drive more sales with application that include point of sale features inventory management, retail customer relationship management.

6 CONCLUSION:

- Indian retail market has a huge room for development.
- Development and progress should not come at other's cost.
- Proper government measure can assure healthy growth.

7 FUTURE SCOPE:

- Supervisory, client communication, merchandise shipment, sales, management, and administrative service are all option for candidates with a retail management background more than 2 million jobs are available in retail management around the world.
- The retail sector in the country is currently booming, providing plenty of career prospects for people with a passion for sales marketplaces, business diversification, campaigning, advertising, market research, and segmentation.