**RSEARCH TITLE**

**DESIGN AND IMPLEMENTATION OF SALES RECORD SYSTEM FOR DEIFAK NGERIA LIMITED**

**Introduction**

Computer plays a vital role in our society in today’s generation. We use computers nowadays to make our work easier and to save more time. Almost all fields or establishments use computer for easy and convenient way of doing their transactions, like convenient stores, malls, restaurants, hospitals, hotels and etc. Yet, there are still establishments that are practicing manual operations because they don’t use computers to operate and manage transaction; Deifak Nigeria Limited is a typical example of such.

In our organization today, mangers are faced with the challenge of sales record keeping which has often led to fraud, in organizations this has made it very difficult to keep track of the expenses and sales made by the organization in order to ascertain if the organization is running on profit or loss.

**Aim and Objectives of the Study**

The main aim of the study is to design and implement sales record management system for deifak Nigeria Limited. This will further

1. To identify the challenges faced by the organization.
2. Keep record of sales and inventory.
3. Generate daily, monthly and annual report in order to help the management ascertain if the organization is running on profit or loss

**Review of Related Literature**

This study focuses on variables related to sales record management system, for this purpose, an extensive and relevant literature review was conducted in an attempt to provide a theoretical foundation for the research project. The literature review provided scientific explanations for the research question(s), and enabled me to verify my findings and to compare these with the work of other scholars in the field of instructional leadership.

According to **Neuman (2004)**, a literature review is based on the assumption that knowledge accumulates and that we learn from, and build on, what others have done. Literature reviews can take various forms, namely: contextual, historical, theoretical, integrative, and methodological and meta-analysis. Each type of review has a specific goal. Neuman (2004) indicates that the goals of a literature review are: demonstrating the researcher‘s familiarity with a body of knowledge that already exists about the subjects of research and establishing the credibility of such knowledge; showing the path of prior research and how the current project is linked to already completed research; integrating and summarizing what is known in and about his/her area of research; learning from others; and stimulating new ideas.

* 1. **Review of Related Literature**

**D. S. Laar Et al (2017)** in his work titled “Design and implementation of Sales management system for SMEs in Ghana” he stated that in common use, most business owners think of sales management as a purely accounting process. This conflicts with the definition of sales management as “the attainment of sales force goals in an effective and efficient manner through planning, staffing, training, leading and controlling organizational resources. Sales management is also defined by the American Marketing Association (AMA) as “the planning, direction and control of personal selling, including recruiting, selecting, equipping, assigning, routing, supervising, paying and motivating as these tasks apply to the personnel sales force”. Thus it is clear that sales management is not purely an accounting function. However, it links with accounting in the area of record keeping as accounting is employed to interpret data from sales operations. A sales management system (SMS) can thus be thought of as the mechanism used by sales managers to make sales management easier and faster. It has been defined as an “Information System used by sales professionals or business entities for sales tracking which facilitates the sales management process”. A working sales system comprises a point of sales system (POS) at the front end and a detailed implementation of various sales management and tracking functionalities at the back end. This structure directly mimics the sales process in a sales environment where the sales agents are at the front end interacting directly with customers whiles managers handle the reports from the transactions.

**According to Yang et al (2004)** in their work title “Design and development of sales management system ‘where he identified a key function which helps small and medium size enterprises in monitoring and tracking stock and co-coordinating transaction processing however this system was designed using Microsoft access by so doing it can only be used within the limit of the installed system, he stated that the improvement in stock control has been slow and gradual, created by new technology, financial need and competitive pressure. The trick of the good stock controller is to meet the objectives simultaneously, not one at a time, and of course 'the better the control the smaller the cost, the lower the stock levels, and the better the customer service'. One of the dichotomies of inventory control is that at item level, the more stock the better the availability. However for the whole inventory, experience has shown that the businesses with the highest stock are often those which have the worst availability.

**Ramat B. A (2013) in his work titled** “Sales and inventory management system” he stated that each day, millions of people take part in countless sales transactions across the globe, creating a constant flow of value which forms the backbone of our economies. In general, sales mean a transaction that takes place between two parties where the buyer receives goods (tangible or intangible), service or assets in exchange for money. Thus, the process requires each party to give up something in return for something valuable for them. On the other hand, inventory means the raw materials, work-in-process goods and finished goods that are considered to be the portion of a business’s assets that are ready for sales. This explains that, business needs inventory available to make sales to the customer in return for money which will generate the profits. There are two kinds of problem that are faced by business in managing inventory level which are high inventory and low inventory. Holding a high level of inventory for long periods of time is not usually good for a business due to costs incur for inventory storage, obsolescence and spoilage. On the other hand, low level of inventory is not good either as the business may face the risk of losing potential sales and potential market share as well. In an attempt of resolving inventory problems, the solution lies on efficient inventory management.

**Tim Crosby (2012)** in his study on ‘How Inventory Management Systems Work’ stated that inventory management system are the rule in knowing which products are selling and which are taking up shelf space for enterprises as well as smaller businesses and vendors. The system balance the goal of ensuring customers always have enough of what they want against a retailer’s financial need to maintain as little stock as possible (Tim Zierden,2009). Thus, the ability to track sales and available inventory, communicate with suppliers in near real-time and receive and incorporate other data such as seasonal demand must available in the modern inventory management systems.

**Methodology**

Data Collection is an important aspect of any type of research study. Inaccurate data collection can impact the results of a study and ultimately lead to invalid results. In order to achieve the stated objectives qualitative research will be employed by combining Interview and record inspection as the method of data collection in order to have an insight of the study and how the existing system operates. And the design methodology employed is Object Oriented and Design (OODM) methodology by combining PHP as the scripting language and SQL as the choice of database to build the system