

SALES FOR AUTOMATION SYSTEM

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ABSTRACT:- . The project entitled as “Sales force automation system” has been created using Android as front end and SQLite as backend. The purpose of the app is to facilitate a good connection between hotels and customers who would like to avail services of these hotels. A person can find hotels just by giving the state and city where they are planning to visit. Both customers and hotels will have to install and register in the app. Hotels will register providing all the details about the rooms and facilities they are providing along with the images of the rooms, and the customer can book the rooms after viewing the images of the room and also the ratings and comments of the previous users. After the payment the customer will get a confirmation code which will be used at the time of check-in.

Keywords: - Android, Sales force automation, SQLite.

1. MODULES INCLUDED

- Authentication module
- Transactions module
- Salesman navigation and tracking
- Request approval

2. SYSTEM STUDY

Existing system

Currently most of the firms are keeping the record of the sales manually. This Manual record of the sales and the orders are prone to various errors like misspelled words and others. There is a chance that the employees may do some fraud on the work also.

The following are the reasons why the current system should be computerized:

- To increase efficiency with reduced cost.
- To reduce the burden of paper work.
- To make more user friendly interface.
- To save the management for recording details of each and every member and employee.

2.2 PROPOSED SYSTEM

Proposed application is to develop an is intended to automate the sale activities of The company, by providing mobile devices with GSM to track and trace sales on the move. Every salesperson is provided with a Tablet Device which is expected to work offline / online depending upon the available connectivity. The company manages its sales thru 3 main sales centers based on Each sales center manages and maintains its sales force, stock, sales and cash receipt independently and finally the transactions are updated in the back office financial system at HO. The proposed system shall be integrated and working at three levels such as the back office ERP application wherein the complete stock management, financials, production, asset management and human resource activities are maintained and monitored. All master data are maintained at the back office ERP and the same shall be synchronized with the WEB database which shall be the middleware between the ERP and mobile App. Mobile application that is expected to run on Tablets or smart phones shall receive and send data by and between WEB and app and local database of mobile device. Mobile application shall be designed to work offline / online depending on the connectivity.

ADVANTAGE OF PROPOSED SYSTEM

- Automate the sale activities of the company.
- Constantly updated data.
- Mobile app integrated with the web-app
- Mobile application shall be designed to work offline / online depending on the connectivity.
- Prevent fraud updates.

The proposed system shall be integrated and working at three levels such as the back office ERP application wherein the complete stock management, financials, production, asset management and human resource activities are maintained and monitored.

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SCREEN SHOTS

REGISTRATION

INVOICE

ITEM MASTER

