

Sales Management System

Vishal Ohol¹ Atharva Chandwadkar² Twinkle Salviya³ Rashi Sonavani⁴ Pooja Gophane⁵

^{1,2,3,4,5}Department of Computer Science and Engineering

^{1,2,3,4,5}Sandip Polytechnic, Nashik, India

Abstract— this project is aimed at developing an Android based application named Power Sales Pro for managing the inventory system of any needs. Power Sales Pro (PSP) refers to manage the stock of organization with the involvement of technology system. This application can be used to store the details of one's inventory, stock maintenance, update the inventory based on the sales details, and generate sales and inventory report on daily/weekly/monthly basis. This project is has individual aspects for the sales management system. In this system we are able to sort out different problem affecting to direct sales management and purchase management. Sales Management System is important to ensure quality control in businesses that handle transactions revolving around consumer goods. Without sales control, a large retail store may run out of stock on an important item. A good Sales management system will alert the wholesaler when it is time to record. An automated Sales Management System helps to minimize the errors while recording the stock.

Keywords:

I. INTRODUCTION

The sales management is a combined of two words- sales and management. The word sales means selling particular goods to consumers at reasonable rates and making decent amount of profit behind each and every good sold. On the other hand the word management means to pre plan the selling stocks & it also handles the production, goods purchased, goods sold, and also keeps records of daily transaction with the customer and supplier. Optimal sales and marketing management processes, robust functionalities for managing facilities are needed. Support for sales management helps recording and tracking materials on the basis of both quality and value.

II. LITERATURE REVIEW

Sales management is a very handy technique for business owners for managing their Inventory (stocks) and sales profit or loss records of any type of business market which is the selected domain of our implementation for this developed software. Any business it may be a super-market store or a shoe shop both sale various products which may include packed food, drinks, dairy products, etc. many such other products of day to day use, whereas in case of a shoe selling company it will have type of shoe, what brand, size, etc. If we have a look at the use case we clearly understand that managing all these products, the vast quantity of stocks, and keeping up with the sales records of the same and analysing the sale and reordering goods from time to time is not only difficult but also a tedious task. To come with more correctly, effectively and efficiently we require a better inventory control cum-management tool. All of the mentioned things are provided by Power Sales Pro the software which we created will ensuring an efficient inventory control and rigorous sales analysis facility. Our application helps to manage all your daily sales records and assist you in a convenient billing manner as well by the end of the month

convert your sales record in a PDF format and take print wirelessly with the help of your printer. It also has a feature that allows you to reordering, remanufacture quantity and give appropriate alerts for the same, thus maintaining a safe inventory and stock. The application also provides user the control to perform sales analysis on various products they put up in the inventory. By providing all of the above facilities, our software will not only stand out but also prove to be extremely useful for those who use it, the purchase and sales strategies will lead to an increase in profit of our consumers.

III. PROPOSED METHODOLOGY

The Power Sales pro android based application is developed to ensure the smooth functioning of any super market or organization. This application consist of 5 major modules, those are

- 1) Inventory
- 2) Purchases
- 3) Production
- 4) Product sale
- 5) Records

Let's discuss the modules on by one, firstly we have

A. Inventory Module:

This module is responsible for adding / updating / deleting Raw materials present in the supermarket. We can also update the rate and weight scales simultaneously all items will be created through this model and saved permanently on the database.

B. Purchase:

This Module deals with the purchase, sold records of the inventory. To create a purchase list we need to tap on the add button and enter name of the product which we created in the inventory Module amount of unit bought or sold, Quantity of item and after entering all details it sums up the total cost as per the requirement of some markets we need to add the extra charges it can be shipping charges labour charges ETC. Which can be added here. This module also display all the transactions of selling and producing done till date.

C. Production:

When it comes to production module it deals with creating a product/deleting a product ETC. The items created in the inventory model are used here to produce finished goods. While creating the product we need to enter several parameters, such as product name, scale i.e.(ML/KG/GM) also select the quality of product which ranges from quality A, quality B, quality C, quality D, quality E and date of production. When the product is created it creates its entry in the daily production record in the fifth that is records module.

D. Product sale:

in this module we are creating the entries of the products or items sold daily when we open this module all the list of products are shown, by selecting the product we can we are

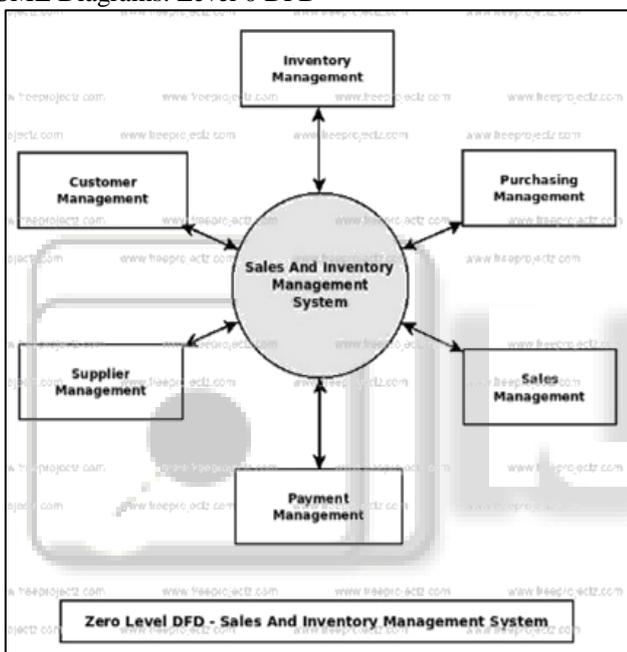
asked to enter that today's sale parameters doors are seen in numbers, amount, shopkeeper/customers name and date of selling and after saving new entry is generated in the fifth Module as in today's profit.

E. Records:

This module refers to monthly revision of your sales including material record, labour regards, product record, account record this module displays the entire list of dates, in which it shows the records regarding to material and on the other hand it displays the labour details describing total work, total amount, paid amount, left amount ETC. Then comes the product record and account record this page shows all the profit, loss, and purchase of all the entire day.

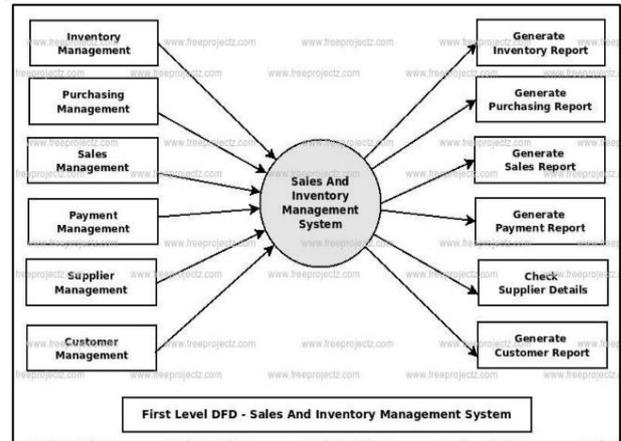
One special thing about this model is that it generates a daily/weekly/monthly report with all the details in a PDF file and which will be stored in the database.

UML Diagrams: Level 0 DFD



This is zero level DFD of sales and inventory management system when we have to elaborated the high level process of sales and inventory it's a basic overview of the world sales and inventory management system or processing being analyzed or model it is designed to be and at a glance view of supplier customer and login showing the system as single high level process with its relationship to external entities of inventory purchasing and sales it should be easily understood by a wide audience including inventory sales and supplier in zero level DFD of sales and inventory management system.

1) Level 1 DFD:



First level DFD of sales and inventory management system shows how does system is divided into sub system processes each of which deals with one of more of the data flow to or from an external agent, and which together provide all the functionality of sales and inventory management system as a wall it also do you identify is internal data stores of login customer supplier payment sales that must be present in order for the sales and inventory management system to do it job and show the flow of data between the various parts of inventory sale the customer login supplier of the system DFD level one provides a more detailed break out of pieces of the first level DFDU will highlight the main functionalities of sales and inventory

IV. CONCLUSION AND FUTURE SCOPE

Sales Management System is an Android based application suitable for small business. It almost has every basic functionality which are used for the small organization. Our team is successful in making the application where we are able to update, delete and insert the item as per requirement. This application also provides a detailed report on daily basis to know the daily sales and purchase transactions. Our team strongly assures that implementation of this system will surely benefit the business or organization. Since this project was started with very little knowledge about the Inventory Management System, we came to know about the enhancement capability during the 21 process of building it. Following are the factors which can designed and implemented to enhance the application performance & Functionality

- User Friendly GUI
- Manage Stock storage wise.
- Use of SQL as database.
- Online payment system can be added.
- Making the system flexible in any type.
- Sales and purchase return system will be added in order to make return of products.
- Lost and breakage

REFERENCES

[1] Dear Systems:- <https://dearsystems.com/home/features/sales/>
 [2] Capterra:- <https://www.capterra.com/inventory-management-software/>

- [3] Wikipedia:
https://en.wikipedia.org/wiki/Inventory_management_software
- [4] IJSCE.org:- <http://www.ijscce.org/wp-content/uploads/papers/v3i6/F2052013614.pdf>.
- [5] Nveloop.com:- <https://nveloop.com/sales-and-inventory-management-system/>
- [6] Sales Binder.com:- <https://www.salesbinder.com/>

