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Sales Man Application Management System Using Smart Phone

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Abstract: ***Every firm has its own means by which communication is maintained between the sales representative and the sales office. The choice of method is the responsibility of the management. For some people the writing of reports can be a difficult and tedious chore and the least pleasing aspect of their work. The ability to write lucid reports, in nevertheless, of considerable importance to the progress of one's career and one that one would be well advised to acquire as quickly as possible. The effectiveness of a salesman, particularly one whose territory is distant from his head office and who is seldom seen in person by his superiors, is judged largely by the way in which he presents himself in his reports. No salesman, one hopes, would wish to appear seedily dressed and unshaven before his sales manager or his directors. Equally, he should not present himself in writing. In a manner which is off-hand, careless and untidy. His sales reports should always be as carefully considered and as well groomed as his personal appearance. The rapid development and popularity of smart phones in the consumer market has given an opportunity to software engineers to facilitate business by mobile phone applications .Therefore this paper looks to resolve the challenges faced by sales industry that is examined by developing a "Salesman Application" an android mobile app that provides various hands-on services to a salesman thereby minimizing the reporting time and increasing the efficiency.***

Keywords: Salesman Mobile Application, Smart Phone, Android.

1. Introduction

Android is a software stack for mobile devices that includes an operating system, middleware and key applications. Android is a software platform and operating system for mobile devices based on the Linux operating system and developed by Google and the Open Handset Alliance. It allows developers to write managed code in a Java-like language that utilizes Google-developed Java libraries, but does not support programs developed in native code. The unveiling of the Android platform on 5 November 2007 was announced with the founding of the Open Handset Alliance, a consortium of 34 hardware, software and telecom companies devoted to advancing open standards for mobile devices. When released in 2008, most of the Android platform will be made available under the Apache free-software and open-source license. Application Framework is used to write applications for Android. Unlike other embedded mobile environments, Android applications are all equal, for instance, an applications which come with the phone are no different than those that any developer writes .The framework is supported by numerous open source libraries such as openssl, SQLite and libc,. It is also supported by the Android core libraries. From the point of security, the frame work is based on UNIX file system permissions that assure applications have only those abilities that mobile phone owner gave them at install time. Virtual Machine is extremely low-memory based virtual machine, which was designed especially for Android to run on embedded systems and work well in low power situations. It is also tuned to the CPU attributes. The Dalvik VM creates a special file format (.DEX) that is created through build time post processing. Conversion between Java classes and DEX format is done by included dx tool.

Smart mobile devices are the fastest growing computing platforms with 1.6 billion mobile device users in 2013 [3]. This rap id development and growth of smart phones in consumer market over the last few years has alarmed the platform that is utilized for social business, entertainment, gaming, productivity marketing using software applications involving global positioning sensors (GPS), and wireless connectivity, photo/video capabilities, built in web browsers, voice recognition and various other native capabilities of the smart phone. These features present in mobile devices present new challenges and requirements to application developers that are not found traditional mobile apps.

SALESMAN APP allows a salesman to use a mobile device to maintain a track of his targets, products and goals. The software being used for development is IBM Work light which is a plug-into the Eclipse IDE. It provides an open, comprehensive and advance mobile application platform to build, run and manage mobile applications. IJSER the project is being manage do entire product range offered by the company. It will Web sphere Application Server (WAS) Liberty Profile .The objective is to save the salesman's time that he uses to report to the office before and after going to the field, this is achieved by providing all the required data to the salesman on his smart phone before he heads to the field thus he then only needs to travel between his home and field thereby minimizing the reporting time to the office and increasing the efficiency. A synchronize button is provided to sync the data with the server providing new appointments to the salesman on daily basis and updating offers on products etc. GPS enables the manager of the salesman to easily monitor his motion.

2. Literature

2.1 Existing System

In Existing system the sales persons has to collect their client details in the office only and can update their target and daily task status in the web application only for that they has to note the target status as a paper notes in the client place itself and has to update those details in the software after sometimes. And sales heads also has to collect the client reports and maintain separate software for such client maintenance process. Sales person does not have any systematic approach for product demo.

2.2 Drawbacks of the Existing system

- Work tasks and client information collected manually.
- Daily report submits directly or can update daily report in the software some other time.
- Product demo is preceded manually to clients; carry products is tedious one.

2.3 Proposed System

The Mobile Application should offer direct update facility for sale person threw mobile itself. The updates of sales person will be viewed by the marketing lead or manager in web application. And market lead also can send work task and customer details whom the sales person need to meet to the sales man that update will be sent to sales person mobile application.

2.4 Advantages of the proposed system

- User compatible and easy to update daily report for sales persons
- Sales Person can update the client status in the client place itself.
- The application is developed only for the convenience as sales marketing people so it covers the entire professional work process of marketing people.
- Both sales person and sales head can work with their convenient devices.
- Sales person and sales head can maintain the client information in their devices.
- Reduces work load and saves time.
- Can give product demos throw the application itself; No need to carry the product or pamphlets.
- Sales head can assign targets and maintain target status threw their site itself and also can add the sales person threw the site itself.
- Professional and user friendly for both management and employees

3. Architecture Diagram

Implementation is the stage of the project when the theoretical design is turned out into a working system. Thus it can be considered to be the most critical stage in achieving a successful new system and in giving the user, confidence that the new system will work and be effective. The implementation stage involves careful planning, investigation of the existing system and it's constraints on implementation, designing of methods to achieve changeover and evaluation of changeover methods.

4. Models

4.1 Admin Module

Admin is the person who can add user such as sales head and sales person. Admin also can add products and clients he also can monitor and update both sales head and sales person. Admin also can act as sales head.

4.2 Sales Head Module

The sales head can fix target for the sales person and can add client details and also can update client status. Once the client details added the sales also can update them. Sales can view the task updates of the sales person. The sales head work is entirely in the website only.

4.3 Salesperson Module

The sales person work is entirely in the mobile application only the sales head can fix target for sales from the web site it will viewed by the sales person in android application and sales person sends task report to sales head from his android application only. It will receive in the web application.

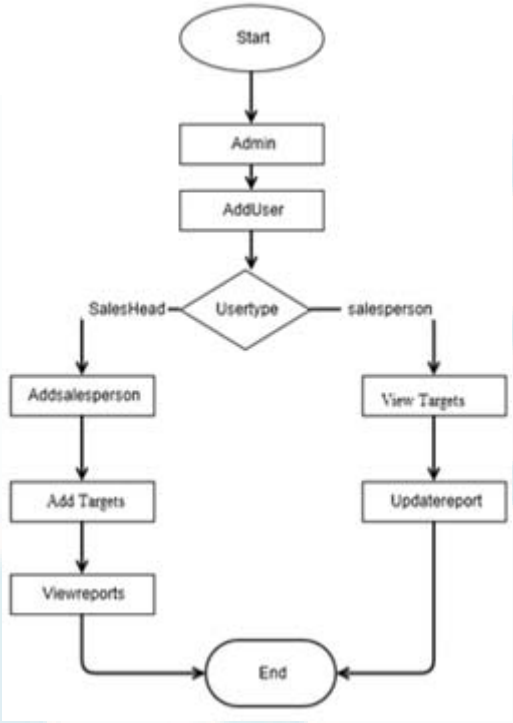
4.4 Client Module

Clients are the targets for the sales persons the sales lead will maintain the client details and maintain their reports based on the market person's updates. Once the market person visits the client place and updates the client status to sales lead he will update the report and maintain the reports separately.

4.5 Products Module

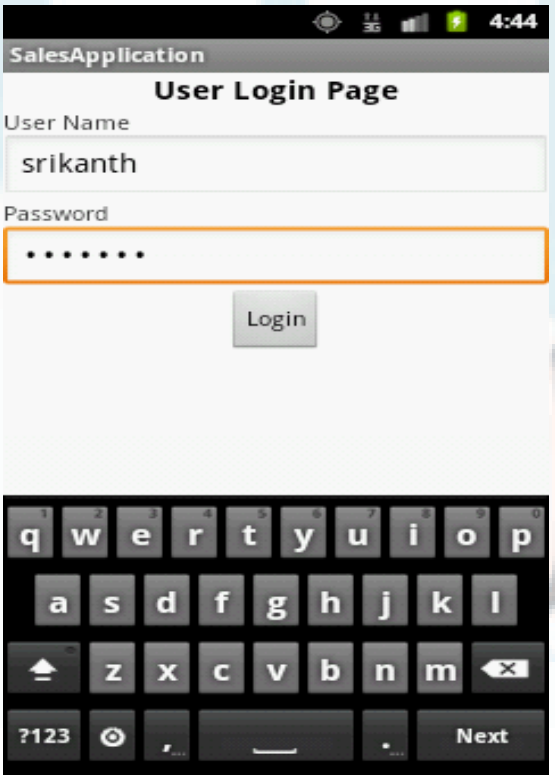
Products are added by the admin and also by the sales lead once the product is added in the website by them, the sales person can view the details of the products and can convey about the product features to the client. Both admin and sales head can update the product details at any time.

5. Flowchart

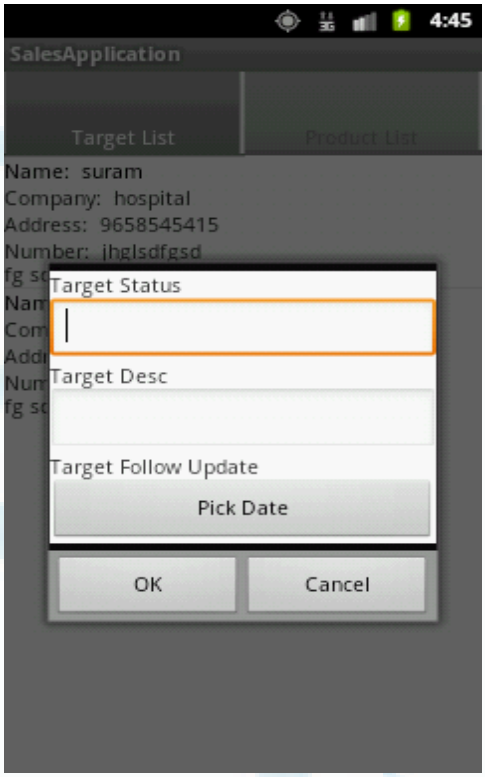


6. Functioning of Salesman Application System

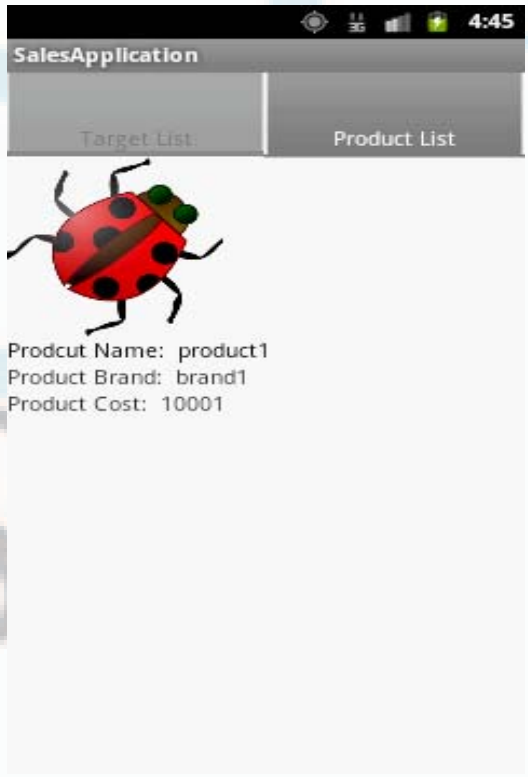
6.1 Login



6.2 Targer Status



6.3 Sales Application



7. Conclusion

This Sales person interaction system focuses on both sales person and sales head entire working process. Sales head whole work is entirely on the web site and he can update and instruct the target threw the website itself. The sales

head updates and target details will be received in the android application. The sales person will respond to the sales head updates and can update the target status threw his mobile application that will be shown in the web site to the sales head. With this application both sales head and salesman will gain more easier and efficient work process. Our sales man application has more features this application can be enhancing with more features in future. The sales person work is entire in the mobile side but that application is only actable for android smart phones in future this sales person mobile application side will be implement in all mobile OS such as iPhone, blackberry, etc. Now we focusing the website only for sales head side in future other types of employees also may allow interacting with salesperson, employees such as finance, management etc can be included.

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