

# Sales Management Application at Widya Collection Store Web-based

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**Abstract:** Widya Collection Store is a business that provides sports clothing, as well as one of the producers in the Samarinda area. Sales management is still not optimal because it still uses paper notes and is still being written which makes it easy for errors to occur in writing prices, quantities of goods and total prices so that it takes a long time to process transactions, both from payment in full or receivables. In addition, managing stock of goods is also more difficult because it is not recorded in the database. Therefore, a Sales Management application was made at the Web-Based Widya Collection Store to process item data, sales transactions, make complete notes and reports and make the transaction process faster. The long-term goal to be achieved is that the stock management process has been recorded in order to know the stock that must be ordered from the supplier. In addition, to simplify and expedite activities in searching for sales transaction data if one day it is needed. In this study, the method used to build a Sales Management Application at a Web-Based Widya Collection Store is the System Development Life Cycle (SDLC) development stage which consists of needs analysis, system design, and implementation.

**Index Terms:** Management, Sales, Transactions, Website.

## **1. Introduction**

Sales are an activity that results in the release of goods from the company so that the company receives money from customers. Sales for service companies are services sold by the company. For a trading company, it is the goods traded by the company. As for manufacturing companies, sales are goods produced and sold by the company. [1-6]. In the process of management & monitoring at the Widya Collection Store, it is still not optimal and still uses the manual method, for example when writing notes and calculating the total transactions that are still experiencing errors, there are no reports and the available items have not been recorded correctly. Even often lose important data such as notes receivable. Management is an important part of an organization's business cycle. Whether selling a service or a product, the sales manager is responsible for leading the sales force, setting goals for the team, planning and controlling the entire sales process. More than any other group in the organization, the role of the sales team is perhaps the most important, as it has a direct impact on revenue. One of the most important functions as a sales manager is to organize and execute the sales process for the business. To support sales force activities, one of which is the need for reliable sales software [7-10]. Based on these problems, a management application was made at the web-based Widya Collection Store for an easier transaction process because it has been recorded and the transaction notes are printed automatically, both in full payment or receivables, all of which are stored in the database. Stock management is also easier because you can check the stock of goods in the application when you want to place an order for stock from a supplier. In addition, transaction data and goods can also be printed into reports that make it easier if you want to use them at any time. The main limitation is that this application is made only for 1 store, it cannot be used for more than 2 stores and also the reports generated are only limited to sales transactions and goods data. In addition, this application can only be opened on a computer, even though it is web-based, but the appearance is not suitable for opening on mobile. The result to be sought is to build a management application on a web-based Widya collection store, so that all

management activities can be monitored properly with a computerized system [11-13].

## 2. Literature Review

### 2.1 Sales System

Sales are an activity that results in the flow of goods out of the company so that the company receives money from customers. Sales for service companies are services that the company sells. For a trading company, it is the goods traded by the company. As for manufacturing companies, sales are goods produced and sold by the company. Sales are activities carried out by sellers in selling goods or services in the hope of making a profit from the transactions. Sales is a process of exchanging goods or services between sellers and buyers. So it can be concluded that selling is an effort made by humans to convey the needed goods that have been produced to those in need which have been determined for a common goal [1-6].

### 2.2 Management

Management is the science and art of planning, organizing, compiling, directing and supervising human resources to achieve predetermined goals. Management is the activity of planning, organizing, staffing, coordinating and controlling the work of others to achieve one or more goals. From the two definitions above, it can be seen that management is concerned with efforts to achieve certain goals by using existing resources within the organization or company as well as possible. In achieving this goal, it cannot be done by one person alone, but can be done if it is carried out by more than one person or in mutual cooperation [7-10].

## 3. Methodology

The software development that underlies the development of this system is using the System Development Life Cycle (SDLC). According to ALB (2010), SDLC (System Development Life Cycle) serves to describe the main stages and steps and each stage is broadly divided into three activities, namely [14-20]:

- a. Planning Stage. This stage is the preparation of several plans for research activities as a whole and solutions used to solve problems.
- b. Stages of analysis are used by the system to build decisions. If the current system has problems or is not functioning properly, and the results of the analysis are used as a basis for improving the system.
- c. The design / design stage has the aim of designing a stone system that can solve the problems faced by the company obtained from the selection of the best alternative system.
- d. The implementation stage has several objectives, namely to carry out logical design specification activities into the actual activities of the information system to be built and then implement the new system into one of the most suitable programming languages. At this stage it must also be guaranteed that the new system can run optimally. Activities carried out in this implementation phase are programming and test data, training and system replacement.
- e. Maintenance Perform system maintenance by checking periodically / periodically. Enrich or develop the system by adding new features that can improve the user's work performance to support business performance. Provide services to users, such as in the form of a call center or IT support.

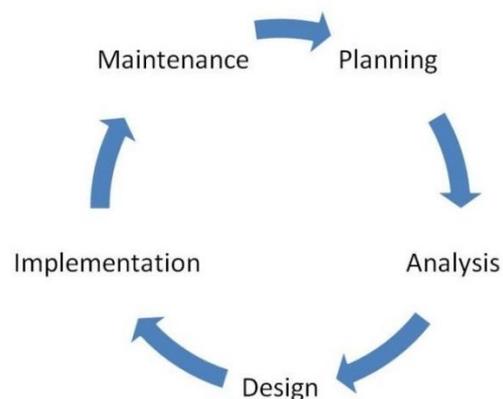


Fig.1. Methodology SDLC (System Development Life Cycle)

With the new system, it is expected that the following improvements will occur:

1. Information, Improving the quality of the information presented
2. Performance, Improved system performance so that it becomes more effective
3. Efficiency, Improvement of operating efficiency. Efficiency is different from economical in terms of how resources are used with the least amount of wastage

## 4. Result and Discussion

### 4.1 Flow Of Document

The proposed system can be seen that the goods sales information system starts from the customer selecting the goods then ordering goods to the employee, the employee will input into the application, the goods ordered by the customer. Then the employee checks the goods ordered by the customer on the system database, whether the goods are still available or not. If the goods are available and the customer has selected all the goods to be purchased, the employee will make a sales note which is divided into two notes depending on the payment made in full or not. The first note is a cash note that will be given to the Customer when the transaction is paid off. The second note is a receivable note that will be given to the customer if the transaction is not paid off. If the inventory starts to run out, the Admin will input data for new items that have just come into the system database. After that, a data report will be printed if needed. In addition, the admin can print transaction reports that have been inputted into the database so that they can be stored as store archives every day, periodically, monthly, or annually. To be able to see the flow of information or documents and processes that exist on the system that is running and related to certain parties, it can be seen in the Flow Of Document in Fig 2.

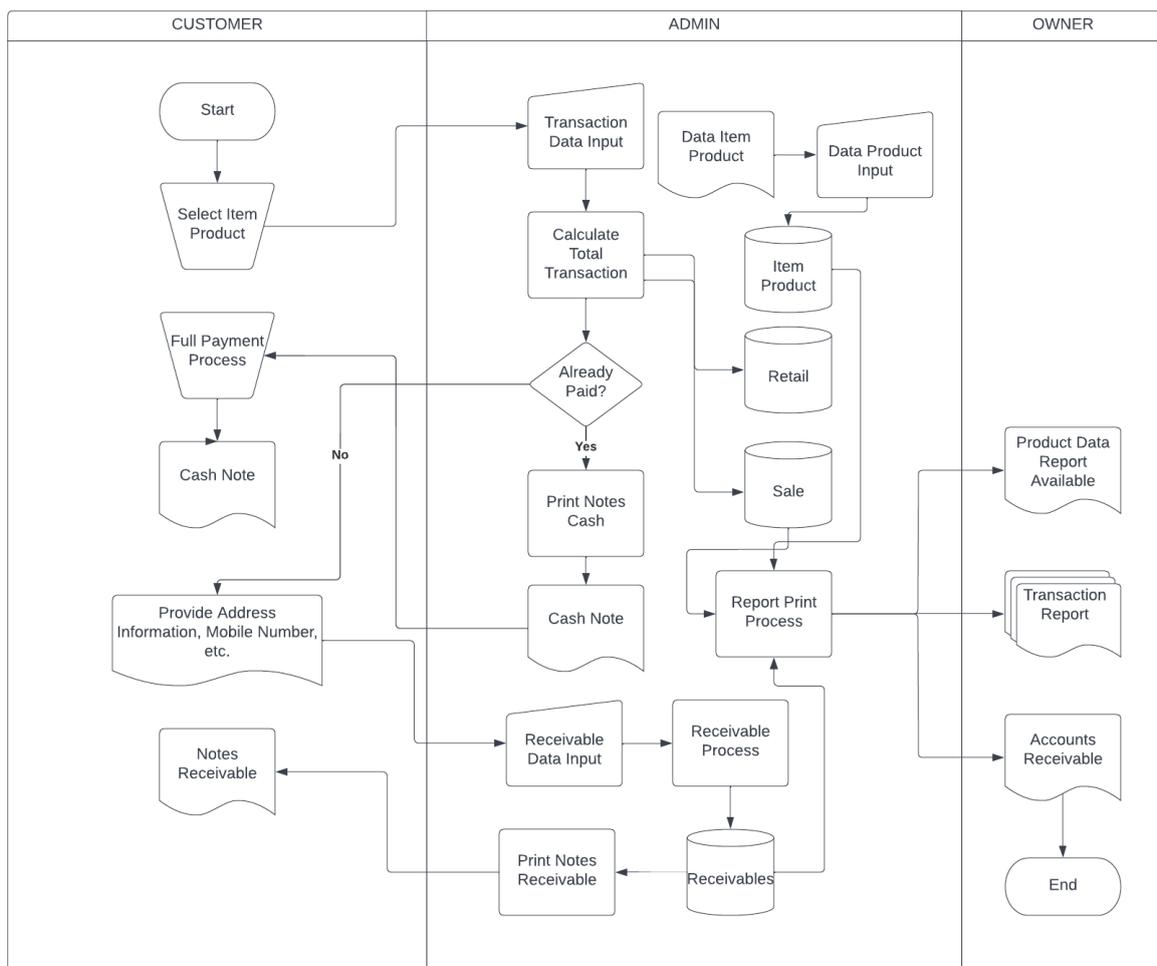


Fig.2. Proposed Flow of Documents

### 4.2 Context Diagram

Sales Management and Monitoring Applications at the Widya Collection Store there are three external entities (External Entity), namely the Employee section as the seller of goods, the Customer section as the purchaser of goods, the admin section as the section that adds available stock and receives sales reports and goods reports. From Fig 3, it can be seen that the employee is in charge of inputting sales transaction data. After that a note is given to the Customer according to the transaction made. If the transaction is not paid off, the customer will provide personal data information and the employee will input the data on the receivables that made the sales transaction not paid off. After that the owner will receive a report of goods and sales transaction reports.



Fig.3. Context Diagram at Widya Collection Store

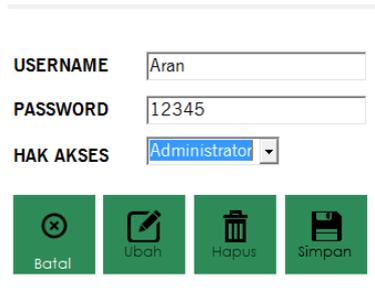
### 4.3 Application Interface

Login page form is a display to enter in order to use the application, where in this form there is a username and password that must be entered by the user, if the user selects the Login Button, the username and password entered earlier will be checked whether the username and password are correct or incorrect. If correct, the user can continue to use this application and the user's Access Rights will appear and if incorrect, the user is asked to re-enter the correct username and password. The design can be seen in Figure 4.

The form has a green header bar with the text "Silahkan log in untuk mengakses aplikasi ini". Below it are two input fields: "USERNAME" and "PASSWORD". A checkbox labeled "Lihat Password" is positioned below the password field. At the bottom are two buttons: "LOGIN" and "KELUAR".

Fig.4. Admin Login

Here when users want to use the app but don't have an account yet, they can register and fill in the available data. The Account List Form is used by admins to even users who can use sales management applications. The design can be seen in Figure 5.



**USERNAME**   
**PASSWORD**   
**HAK AKSES**

Fig.5. User Registration

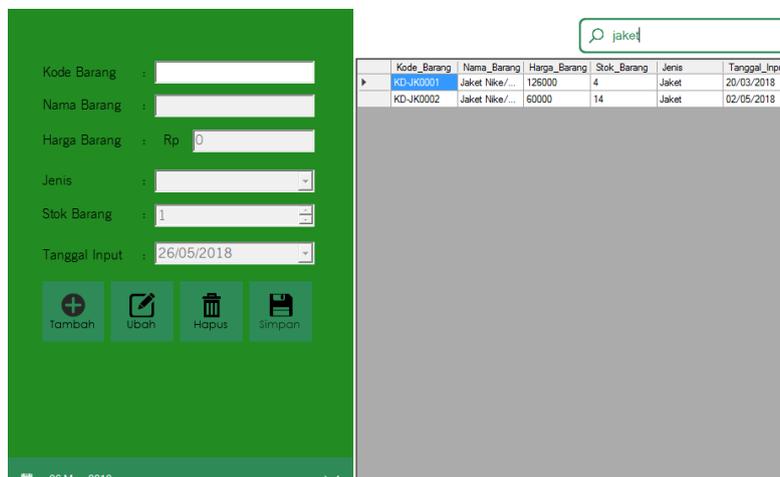
When you want to see a list of registered users, the design can be seen in Figure 6

username	password	Hak_Akses
admin	admin	Administrator
Aran	12345	Administrator
Ifan	12345	Kasir

Fig.6. User List

#### 4.4 Application Implementation

The following is the implementation of the Sales System Management in stock of goods. In the Goods Data Form there is a search textbox for item names, item tables and buttons for storing, adding, changing and deleting item data if the item will be added by admin or the item is no longer sold, it can be seen in Fig 7.



Kode Barang :   
 Nama Barang :   
 Harga Barang : Rp   
 Jenis :   
 Stok Barang :   
 Tanggal Input :

Kode_Barang	Nama_Barang	Harga_Barang	Stok_Barang	Jenis	Tanggal_Input
KD-JK001	Jaket Nike/...	125000	4	Jaket	20/03/2018
KD-JK002	Jaket Nike/...	60000	14	Jaket	02/05/2018

26 May 2018

Fig.7. Manage Stock Of Goods And Can Search For Goods

Sales Transaction Form is a Sales Management Application display. If all orders have been inputted, the customer will pay the total price that will be displayed then the cashier will input the payment and then the amount of change that will be received by the customer will automatically appear and press Enter on the keyboard to complete the transaction. After that, the print note button will be active in blue, press the print note button, a cash note for the transaction made will appear. This can be seen in Fig 8.

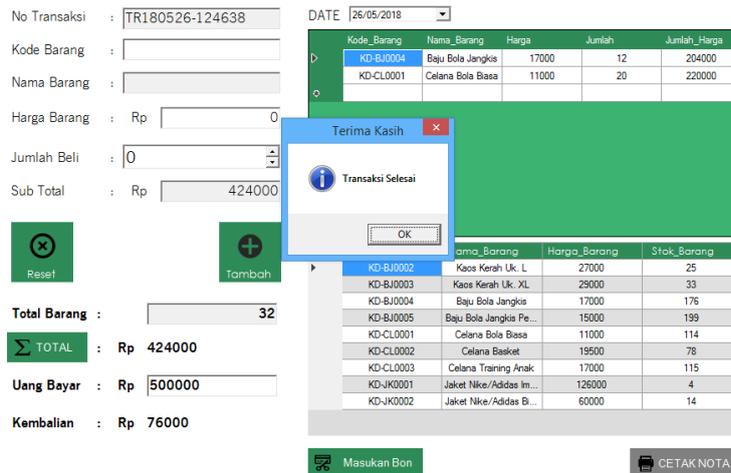


Fig.8. Cashier Feature To Process Sales Transactions Paid Off

Then the Print Preview of the cash note will appear, press the print button above to print the note. This can be seen in Fig 9.

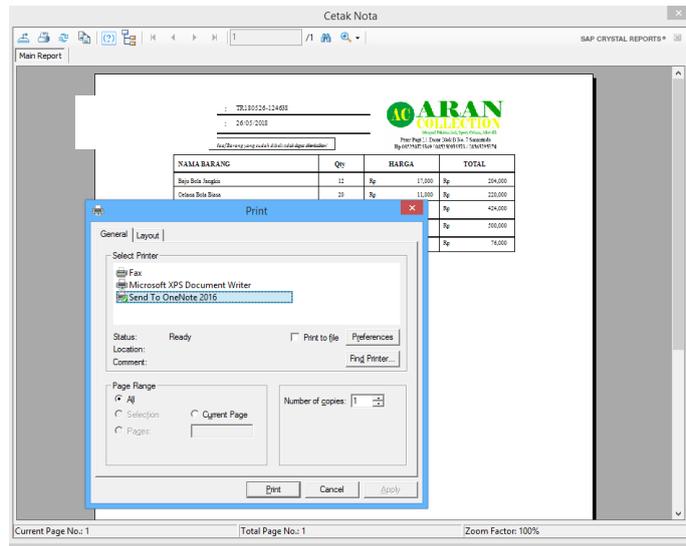


Fig.9. Print Process of Full Payment Note

In the beginning, the Unpaid Transaction Process was almost the same, only the payment process was different. Because the payment is less than the total purchase price, a form for filling in the receivables data will appear whose function is to store buyer data and print a special note for receivables. This can be seen in Fig 10.

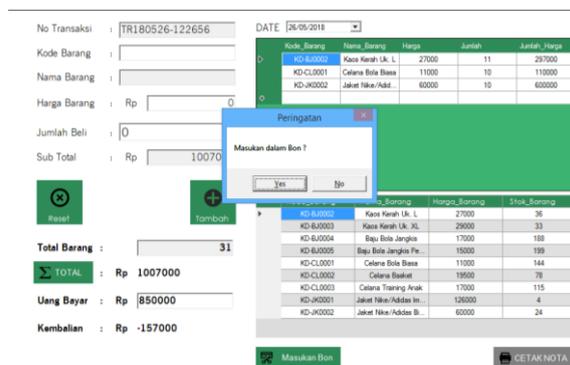


Fig.10. Cashier Feature To Process Sales Transactions Unpaid

Fill in the buyer's data completely and correctly, if there is an error in inputting, a warning will appear to complete the data correctly. If the data has been filled correctly, press the print receivable button. This can be seen in Fig 11.

Fig.11. Process of Filling Receivable Form Data

Then a receivable note will appear, press the print button to print the note. This can be seen in Fig 12.

Fig.12. Notes Receivable Display

For the process of paying off receivables, fill in the id of the receivables to be paid off and then press Enter on the keyboard. Then the receivable data will appear and the pay textbox will display the total payment for the previous month. Then change it in the pay column with the addition of the customer's debt payment. If the debt is paid off automatically the description becomes "Paid" and save it by pressing the Save button. This can be seen in Fig 13.

Fig.13. Receivable Payment Process

Sales Transaction Report Form contains a search textbox based on transaction number, sales list table and sales details are used to view sales transactions and sales details in the table and print them into Sales Transaction Reports based on daily, weekly, monthly, and yearly, which can be seen in Fig 14.

Pencarian No. Transaksi

Pilih Tabel **Penjualan**

No_Transaksi	Tanggal_penjualan	Total_barang	Total_harga	Penjualan
TR180428-093137	28/04/2018	100	1100000	Detail Penjualan
TR180428-093510	28/04/2018	11	297000	
TR180428-094052	28/04/2018	30	610000	
TR180428-094816	28/04/2018	21	545000	
TR180428-095053	28/04/2018	22	410000	
TR180428-100033	28/04/2018	11	121000	
TR180428-100956	28/04/2018	21	357000	
TR180428-101101	28/04/2018	2	54000	
TR180428-102134	28/04/2018	21	231000	
TR180428-102834	28/04/2018	21	231000	
TR180428-104103	28/04/2018	50	975000	
TR180428-114529	28/04/2018	11	297000	
TR180428-114648	28/04/2018	21	545000	
TR180428-114749	28/04/2018	4	405000	
TR180428-115635	28/04/2018	2	57000	
TR180429-034639	29/04/2018	21	525000	
TR180429-035133	29/04/2018	21	547000	
TR180429-121018	29/04/2018	21	567000	

Cetak

Fig.14. Sales Transaction Report Data

The results of the report can be printed with a display as shown in Figure 15.

LAPORAN PENJUALAN BARIAN 17-06-2018

TANGGAL : 27/06/2018

NO.FAKTUR	KODE	NAMA BARANG	Qty	HARGA	SUB TOTAL
TR.180428-221707	KD-B.0001	Baju Bola Derrman Pasang	4	Rp 15.000	Rp 114.000
TR.180428-221707	KD-CL.0009	Celana Short Polo	10	Rp 18.000	Rp 180.000
TR.180428-221707	KD-000003	Adem Nilar Adidua Biasa	2	Rp 66.000	Rp 132.000
TR.180428-221707	KD-B.0004	Baju Bola Janglek Pasang	20	Rp 17.000	Rp 340.000
TR.180428-222940	KD-B.0001	Baju Bola Derrman Pasang	24	Rp 19.000	Rp 456.000
TR.180428-222940	KD-B.0005	Baju Bola Janglek Pendek	10	Rp 15.000	Rp 150.000
TR.180428-222940	KD-CL.0001	Celana Bola Biasa	4	Rp 11.000	Rp 44.000
TR.180428-222837	KD-B.0009	Baju Bola Janglek Pendek	11	Rp 15.000	Rp 165.000
TR.180428-222837	KD-B.0012	Baju Manang Topi L	3	Rp 38.000	Rp 114.000
TR.180428-222837	KD-CL.0005	Joger Pasang Import	3	Rp 110.000	Rp 330.000
TR.180428-222956	KD-B.0002	Kaos Kerah Uk. L	3	Rp 27.000	Rp 81.000
TR.180428-222956	KD-CL.0003	Joger Pasang Baby Teri	3	Rp 55.000	Rp 165.000
TR.180428-222956	KD-CL.0008	Celana Yonan	5	Rp 20.500	Rp 102.500
TR.180428-223051	KD-B.0004	Baju Bola Janglek Pasang	6	Rp 25.000	Rp 150.000
TR.180428-223453	KD-B.0003	Kaos Kerah Uk. XL	10	Rp 20.000	Rp 200.000
TR.180428-223453	KD-B.0002	Kaos Kerah Uk. L	10	Rp 27.000	Rp 270.000
TR.180428-223556	KD-B.0010	Tim Bola 60 12 No	1	Rp 450.000	Rp 450.000
TR.180428-223400	KD-CL.0004	Joger Pasang Derrman	2	Rp 60.000	Rp 120.000
TR.180428-223400	KD-CL.0011	Celana Swastan	2	Rp 75.000	Rp 150.000
TR.180428-223600	KD-CL.0014	Celana Lento	2	Rp 70.000	Rp 140.000
TR.180428-220251	KD-B.0003	Kaos Kerah Uk. XL	2	Rp 35.000	Rp 70.000
<b>TOTAL BARANG</b>			<b>142</b>	<b>TOTAL</b>	<b>Rp 4.013.500</b>

Keuntungan/Hari : Rp 802.700

\*Keuntungan/ Hari = TOTAL x 20%

Sumarinda, 27-June-2018  
Mangrove  
(Dikawat)

Fig.15. Design Sales Transaction Report

The goods data report is used to check the total stock of goods or sales capital owned. This can be seen in Fig 16.

KODE	NAMA BARANG	STOK	HARGA	TOTAL	TGL.MABEK
KD-B.0001	Baju Bola Derrman Pasang	240	Rp 15.000	Rp 4.560.000	28/05/2018
KD-B.0004	Baju Bola Janglek Pasang	300	Rp 17.000	Rp 5.100.000	28/05/2018
KD-B.0003	Baju Bola Janglek Pendek	165	Rp 15.000	Rp 2.475.000	02/05/2018
KD-CL.0002	Celana Basket	38	Rp 15.000	Rp 1.191.000	29/05/2018
KD-CL.0001	Celana Bola Biasa	102	Rp 11.000	Rp 1.122.000	29/05/2018
KD-000003	Adem Nilar Adidua Biasa	14	Rp 66.000	Rp 924.000	02/05/2018
KD-000002	Adem Nilar Adidua Jeger	4	Rp 126.000	Rp 504.000	29/05/2018
KD-B.0002	Kaos Kerah Uk. L	2	Rp 27.000	Rp 135.000	29/05/2018
KD-B.0003	Kaos Kerah Uk. XL	10	Rp 20.000	Rp 200.000	29/04/2018
<b>TOTAL STOK</b>		<b>921</b>	<b>MODAL</b>	<b>Rp 18.024.000</b>	

Keuntungan = Modal x 20%  
Modal Berah = Modal - Keuntungan

TOTAL MODAL BERSIH Rp 15.480.000

TOTAL KEUNTUNGAN Rp 3.544.000

TOTAL STOK BARANG 921 PCS

Sumarinda, 27-June-2018  
Mangrove  
(Dikawat)

Fig.16. Item Data Report

## 5. Conclusion

Based on the Sales Management Application at the Web-Based Widya Collection Store, it is concluded that using this application can reduce the error rate in making payment notes in full and in accounts receivable, because they are in an integrated database and cannot be manipulated by users directly. With access rights. In addition, with this application, the accuracy of the data and information obtained can be accounted for. In addition, the accounts receivable data is also easier to check because the customer data is already stored. Reports can also be printed from sales reports and goods data reports, making it easier to manage inventory at the Widya Collection Store.

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