

Sales Force Tracking

Haraikya¹, Dr.Karuna Pandit²

^{1,2} Dept of MCA

² Assitant professor, Dept of MCA

^{1,2} NMAMIT, Nitte

Abstract- Using a sales force tracking that integrates with our Task Management utility makes monitoring effortless. We can without difficulty see how a good deal time each crew member spent on a particular venture and assignment, without them having to switch back and forth among Project Management programs and tracking. Along with this; the employee will be able to offer images of his paintings completed. Our remaining purpose of this task is to supply better carrier for the clients. Also the monitoring will give us a clearer photograph of the employee assignment – the only that gives us the most price for our time and work. This software might be capable of tune the worker and their paintings. It gives info on employers Concerned about how personnel are spending the work day, and the way nice to screen their productivity. The Personnel could be able to put up their paintings report with proof.

I. INTRODUCTION

This is a widely used term to provide an explanation for the approach of conversation between the business business enterprise and the purchaser target market. The employees of a corporation's advertising and marketing and advertising department is chargeable for promoting and riding the earnings of a agency's items or services. A advertising assistant facilitates the advertising and marketing branch by using sporting out the each day duties to preserve the department functioning and facilitate the obligations of the advertising and marketing and advertising supervisor and account executives. Generally, a advertising supervisor will oversee a advertising assistant's work. The duties of a advertising and marketing assistant rely upon the goals of the individual advertising and marketing and marketing manager or company, however most responsibilities fall into the executive assist and administrative center useful aid realms. Tasks might also furthermore encompass, however are not confined to, handling tour preparations for the advertising and marketing department, scheduling meetings or meetings, organizing data and collecting information. As they have touring associated activity, they will or won't visit clients place and pass time relaxing. We attempt to develop an utility which tracks the advertising employee's task, place, paintings document, have a look at and extraordinary information and many others. The supervisor might be capable of assign task

and moreover view the paintings file with pics uploaded by manner of the employee from his android app.

II. LITERATURE SURVEY

Global Positioning System (GPS)

The Global Positioning System (GPS) is a space-primarily based navigation device that gives place and time records in all weather situations, everywhere on or close to the Earth in which there's an unobstructed line of sight to four or greater GPS satellites. The device presents essential skills to navy, civil, and business customers spherical the world.

The GPS idea is based totally on time and the recounted role of specialized satellites. The satellites supply very strong atomic clocks which is probably synchronized to every one-of-a-kind And to floor clocks. Any waft from actual time maintained at the floor is corrected every day. Likewise, the satellite places are diagnosed with excellent precision. GPS receivers have clocks as well; however, they will be no longer synchronized with proper time, and are a good buy a good deal less stable. GPS satellites continuously transmit their present day-day time and feature. A GPS receiver video display gadgets multiple satellites and solves equations to decide the suitable function of the receiver and its deviation from real time.

Google Cloud Messenger- GCM

Google Cloud Messaging (commonly referred to as GCM) is a mobile carrier advanced with the aid of Google that lets in 0.33-birthday party software developers to ship notification records or facts from developer-run servers to packages that focus on the Google Android Operating System, in addition to programs or extensions developed for the Google Chrome net browser. It is available to developers free of charge.

The transition to Google Cloud Messaging became first introduced even as the Android issuer changed into unveiled on June 27, 2012, at Google I/O.

Android Technology

Android is a mobile strolling tool (OS) currently superior with the resource of Google, based totally on the Linux kernel and designed extensively speak me for contact show display display cell devices together with smart phones and tablets. Android's individual interface is mainly based on direct manipulation, using contact gestures that loosely correspond to real-international actions, collectively with swiping, tapping and pinching, to manipulate on-show screen objects, alongside a virtual keyboard for textual content input. In addition to the touch show devices, Google has further advanced Android TV for televisions, Android Auto for automobiles, and Android Wear for wrist watches, every with a specialized person interface.

Android has the biggest installed base of all strolling structures of any type. Android has been the tremendous promoting OS on drugs because of the reality that 2013, and on clever telephones it is dominant by means of manner of any metric

Android software program development is the system via which new applications are created for the Android walking system. Applications are usually developed in Java programming language the usage of the Android software application development bundle (SDK), however different improvement environments also are available.

III. PROPOSED SYSTEM

We aim to develop an application which can dynamically track the sales employees; hence we name our project as "Sales force Tracking". The project comprises of a desktop application and an android application.

A desktop application is developed in the Microsoft Visual Studio using the dot net technology and C# as developing language. We use the MySQL as the database connected to desktop application with ZORDEC as the cloud. Desktop application is used by the marketing team head or manager.

An android application is developed in Android Studio with JDK-Java Development Kit and implemented in the android mobile phone. The android application is used by every marketing staff of the company.

All the marketing staff or employees first get themselves registered in the application from their android devices. These registrations are sent to the manager. The manager can view the registration, verify the employee with their details and approve. The manager can assign task to their employees with the details of task. Task may involve visiting a

client or customer for some marketing work. Task includes details of client like company name, address location with latitude and longitude description. This works with GPS Global positioning System. As the task is assigned, it will be stored in cloud. The particular staff can view the assigned task and accept the task. After completing the given task the staff can take selfie from the application. Selfie should be taken such that the face of the staff should be visible along with client /company details like name, logo, building or compound. The staff can add note to the selfie with some description and upload the task. The application will take the staff location and compares it with the location given by the manager while assigning task using GPS. The locations should be same or at least within 1km range or the task report will not be uploaded in the application. This is done in order to reduce the malpractices of any staff. If the location is within range, then the staff can upload task report with selfie and note. These reports will be stored in cloud.

There is a Quality Analysis -QA module where the manager can view the task completed by the staff along with note uploaded along with the position of user. It displays the range of distance with respect to given location. If the manager finds it satisfactory, he can approve task report or ask for required clarification. He can send descriptive email to the staff asking for clarification. Push notifications are also sent to the users on their android devices using Google Cloud Messenger -GCM technology. By this application the manager can easily assign task and monitor the task completed along with selfie, note and task report. The staff will be able to view task, and after completing task successfully, can submit selfie, note and report easily. This application will improve the employee productivity and efficiency.

IV. CONCLUSION

The main focus of the marketing department is task of marketing group is that they need to travel to places and see whether the clients or customers ready to purchase the products, involve in advertising, market research, promotional activities etc. The managers assign some task to the employees. Managers ask the marketing employees to meet the customers or clients in their office and follow up later. It involves meeting different clients at client place on different day. There are possibilities that employee may not reach the client location. Employee can still submit false work report and collect travelling cost from the company. The managers will not be able to track employee and their task continuously.

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