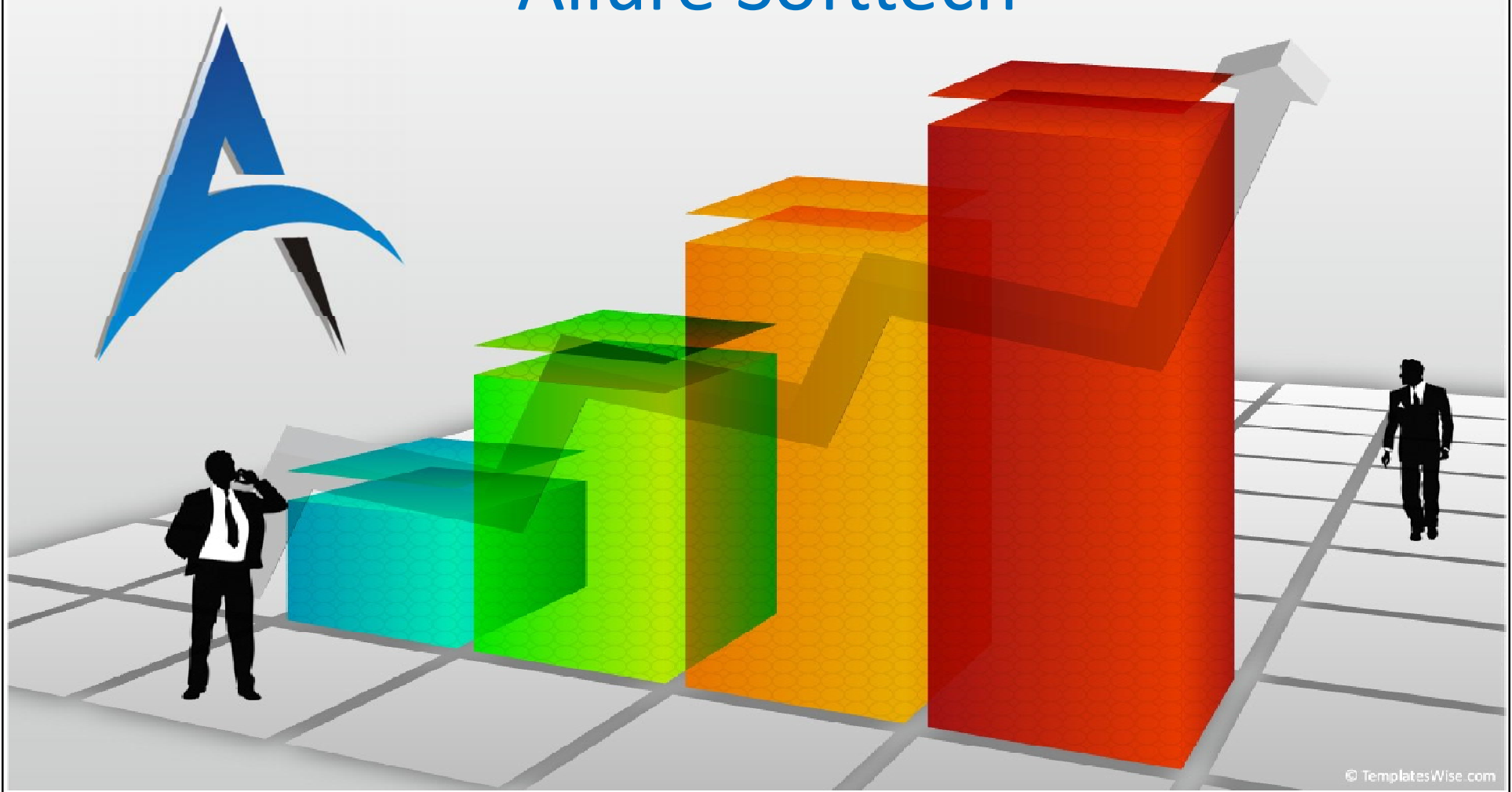


# Sales Response Management

Allure Softtech





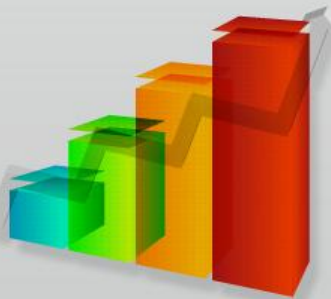
# Key Features Of SRM

## Login (Admin)

- Company List (Location)
- Dash Board
- Company Profile
- Sales Engineer Profile
- Location Master
- Product Master
- Client Master
- Industry Type Master
- Inquiry Master
- Task Allocation
- Task Details
- Sales Tracking
- Expense Application
- Send Mail Facility
- Calendar for Sales
- Document Uploading
- Import & Export (Excel)
- Reports
- User Rights

## Login (Employee)

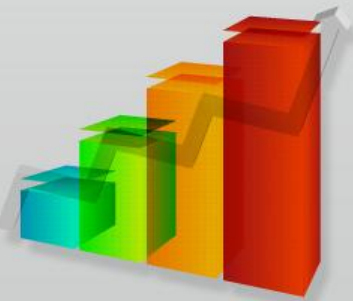
- Employee Profile
- Performance chart
- Task Details (%wise,L,I,C,P)
- Task Updation
- Send Mail Facility
- Calendar
- Expense Application
- Document Uploading
- Reports





# Admin Side Company List Module

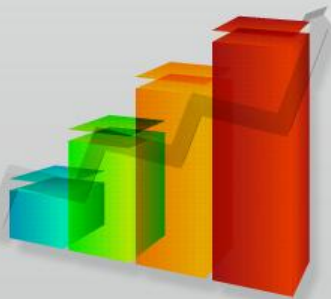
- Location Wise Company List
- Create New Company





# Company Profile

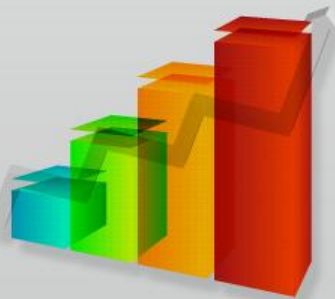
- Company ID
- Company Name
- Company Address
- Director Name
- Website Details
- Email IDs
- Contact Details etc





# Sales Engineer Profile

- Employee Personal Details
- Allocated Areas
- Allocated Products
- Allocated Clients
- Allocated Industries
- Hierarchy





## Location Master

-List of Location , Add new Location

## Product Master

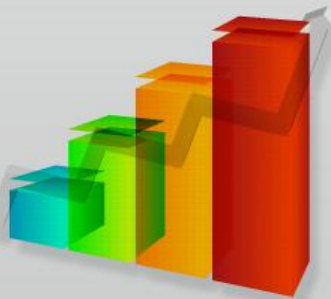
-List of Products, Add new Products

## Client Master

-List Of Clients, Add new Clients

## Industry Type Master

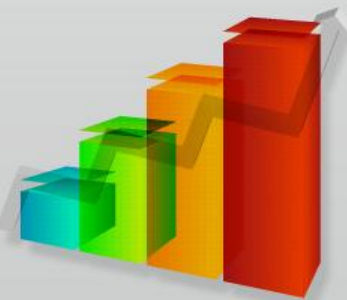
-List Of Industry Type





# Inquiry Master

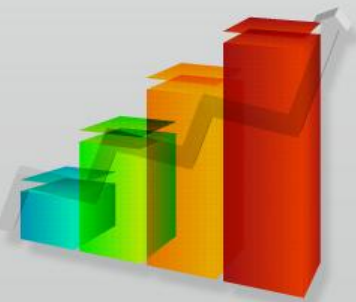
- List Of Inquiry
- Insert new Inquiry
- Search Inquiry Priority Wise etc.





# Task Allocations

- Allocate Task to Sales Engineer
- View Allocated Task
- Search Facility

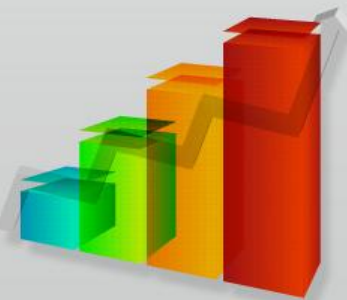






## Task Details

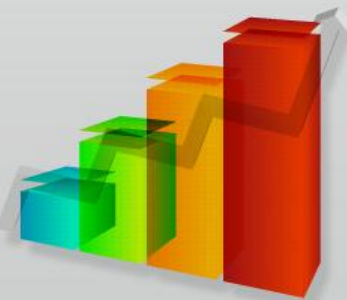
- List of Allocated Task
- Detail In Chart(Monthly, Quarterly, Half Yearly, Yearly )
- Search Facility





# Sales Tracking

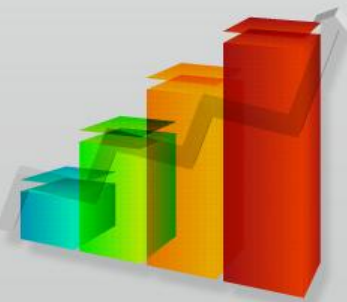
- Engineer wise Sales
- Location wise Sales
- Product wise Sales
- Industry wise Sales
- Client wise Sales
- Month wise Sales ( Yearly )





# Expense Application

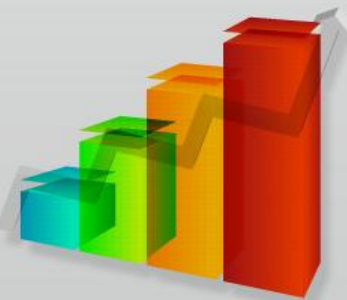
- List Of Pending Applications
- Insert New Applications





## Send Mail Facility

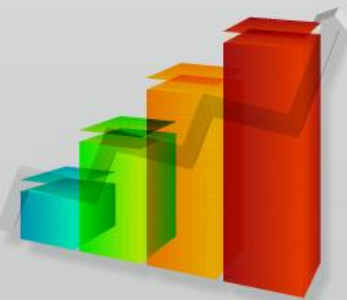
- Using this facility user can send mail to clients , company or employee.





# Document Bucket

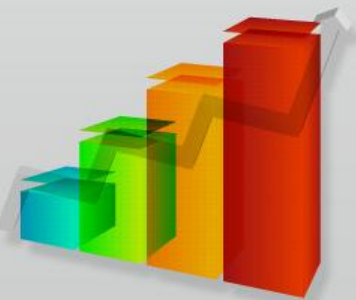
- Using this facility user can upload and download document as per requirement.





# Calendar

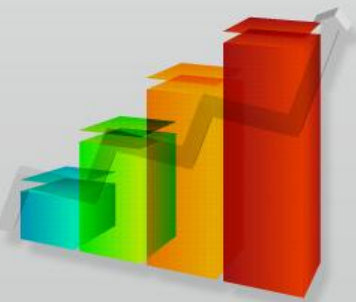
- Using this facility admin can see allocated task date wise in particular month.





# Import & Export Wizard

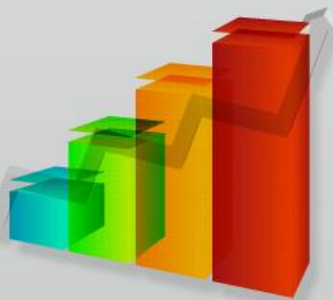
- Using this facility admin can import data in software from excel and export data in excel.





# Reports

- sales report (location wise , product wise , engineer wise , industry wise , client wise)(from date – to date)
- Expense report
- Total Sales Report
- Revenue Report (comparison work done or not)
- List Report (Client , Location , Product , Sales Engineer , Industry)

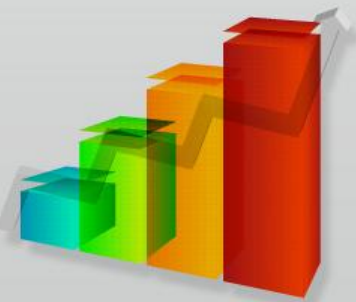






# User Rights

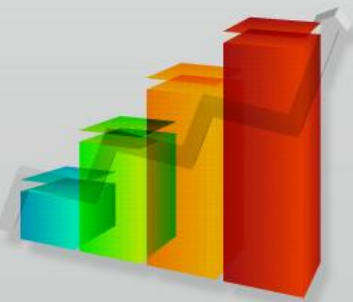
- Manage Rights as per requirement.





# Employee Side Employee Profile

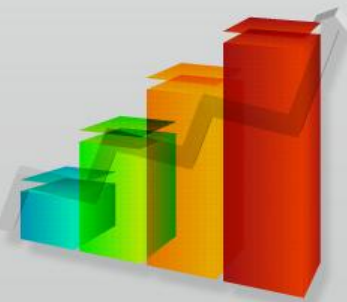
- Employee Profile View





# Performance Chart

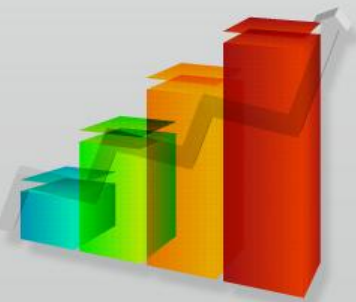
- Engineer can see his performance from chart (monthly , quarterly , half yearly , yearly )





# Performance Chart

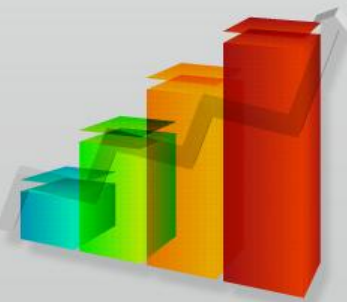
- Engineer can see his performance from chart (monthly , quarterly , half yearly , yearly )





## Task Details

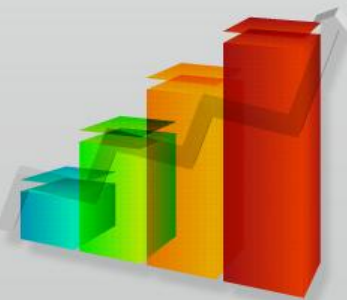
- Employee can see his task percentage wise , location wise , product wise , industry wise , client wise for month and all.





## Task Updation

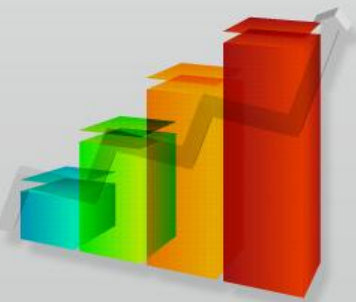
- Employee can update the status of task and send particular note regarding to that task so admin can know that how task work is going.





## Send Mail Facility

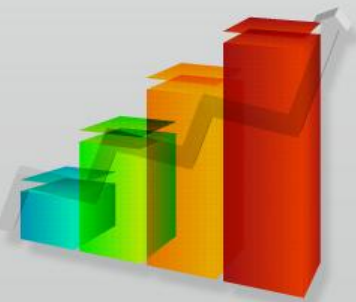
- Employee can send mail using this facility.





# Calendar

- Employee can see his task date wise for particular month.

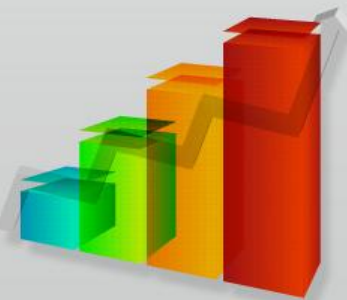






# Expense Application

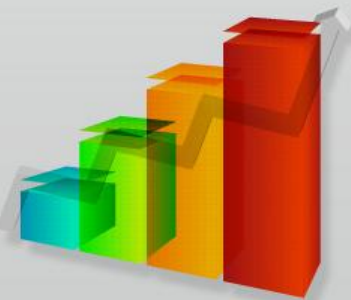
- Employee can send Expense to admin for approve using this application.





# Document Bucket

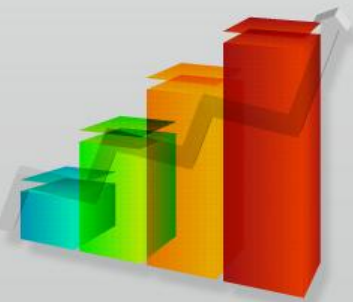
- Employee can upload and download his document.





# Report

- Sales Report (Location , Product , Client , Industry)





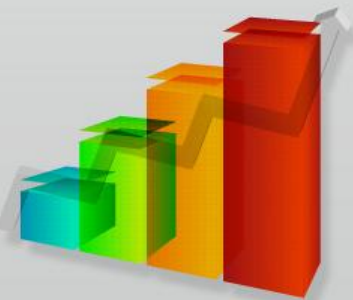
# User Right

- User wise Right

Admin

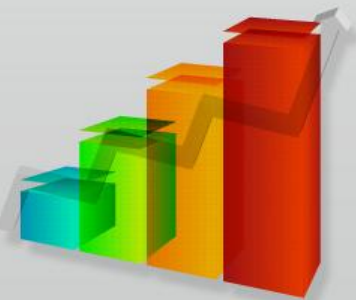
HR

Sales Engineer





# Reports





**Thank You**

**Allure Group**