

Building a sales management system integrated with data analysis and revenue forecasting

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Abstract: In the increasingly competitive business environment, building an effective sales management system has become essential. This topic focuses on developing a sales management system that integrates data analysis and revenue forecasting with the goal of optimizing the sales process and enhancing sales forecasting capabilities. Through a combination of theoretical research and empirical experimentation, the topic aims to provide a comprehensive solution for businesses, helping to improve work efficiency and deliver significant economic benefits.

Keywords: Sales management system, Data analysis, Revenue forecasting, Online business, Application platform