

Building the sales accounting subsystem and determining business results for Tung Linh Construction Machinery Company Limited - Hanoi

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Abstract: This topic focuses on building a professional sales management system to optimize the sales process and predict business results for Tung Linh Construction Machinery Company Limited - Hanoi. Through theoretical and experimental research, the topic identifies key factors affecting sales performance and uses technology to create an automated sales accounting subsystem. The goal is to provide a comprehensive solution to help the enterprise enhance competitiveness and optimize profits.

Keywords: accounting subsystem, sales management, business outcome prediction, information technology, process improvement