

Building a sales and accounts receivable management program for DCOS Technology Development Company Limited – Thai Nguyen

Nguyen Thi Thu Hang

Abstract: This topic aims to solve the problem of improving the efficiency of sales and accounts receivable management at DCOS Technology Development Company Limited - Thai Nguyen. Through theoretical research and systematization of modern management methods, the topic approaches the issue by building a sales and accounts receivable management program. The research methodology includes assessing the current situation, designing, and deploying the application on a suitable technical platform. The expected results will significantly improve the company's management capacity, contributing to enhanced profitability and competitive position in the market.

Keywords: Sales management, Accounts receivable, Graduation thesis, DCOS technology