

## ABSTRACT

This System Development Project was developed to improve the existing operations at the Marketing Section of a Direct Sale Company. The emphasis is on computerization of direct sales commission system. Currently, the maintenance, handling and processing of direct sales related data are done manually. The existing system presented problems that are associated with manual operations such that delay in paying of commission and excessive paperwork. The need for computerization of existing system has been expressed. The system areas are creation and maintenance of direct sales records, calculation of sale's commission and reports generation. The new system would provide sales data captured from the company order entry module in Hire Purchase System and that commission and other income data will be accessed by an existing payroll module in Payroll System. The major reports and inquiries produced are sales commission register, product point value listing and posting, income summary list, sales point tables, salesperson records, chart of sales team, and sales analysis. Finally, the major output of this project is a computerized system that could provide the Marketing and Accounting Sections an effective tool to work schedule and to better performances for a Direct Sale Company.