

Enterprise Distribution & Field Sales ERP

Admyon Systems

Building Smarter Business Solutions



Project Overview

The Enterprise Distribution & Field Sales ERP is a robust operational platform designed for large-scale wholesale distributors and FMCG companies. It centralizes inventory management, bulk purchase and sales orders, and critically, tracks the performance of a multi-tiered field sales force across various regional territories.

Business Problem

Wholesale distribution companies with massive field sales operations often struggle with hierarchical accountability. When relying on manual paperwork, tracking which Sales Agent reports to which Sales Manager, and analyzing their individual sales performances becomes nearly impossible. Furthermore, managing inventory allocations across distinct regional hubs without a centralized system leads to localized stockouts, delayed B2B deliveries, and lost revenue.

Our Solution

Admyon Systems engineered a custom Distribution ERP that tightly integrates supply chain logistics with HR sales hierarchy. The platform allows administrators to map out a clear multi-tier staff structure (Senior Managers, Managers, Agents) and link them directly to the sales orders they generate. Coupled with regional location tracking and a dedicated Sales Agent Performance reporting engine, the system ensures complete operational transparency and data-driven sales management.

Key Features

- Multi-Tier Sales Force Management (Agents, Managers, Senior Managers)
- Sales Agent Performance Tracking & Analytics
- Centralized Sales & Purchase Order Processing
- Regional Customer & Location Database
- Master Inventory Tracking
- Comprehensive Transaction Reporting (Daily, Weekly, Monthly, Yearly)

Technologies Used

Technology	Used
Microsoft Access	✓
VBA (Visual Basic for Applications)	✓
SQL	✓

System Modules

- Admin Dashboard
- Sales Orders Management
- Purchase Orders Management
- Master Inventory
- Staff Hierarchy Management
- Customers & Locations CRM
- Reports & Analytics Center

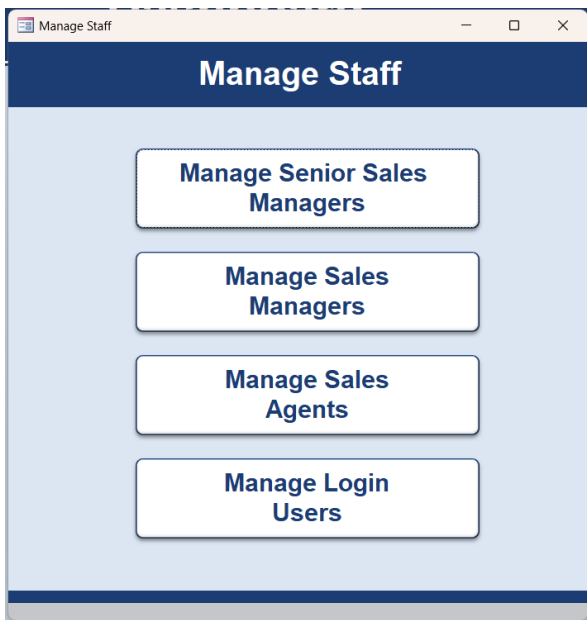
Screenshots

Main Admin Dashboard



A clean, corporate-branded navigation hub providing administrators with immediate access to core distribution modules: Orders, Inventory, Staff, and Analytics.

Multi-Tier Staff Management



A highly structured HR module specifically designed for field operations, allowing the business to manage different levels of the sales hierarchy from Senior Managers down to on-ground Sales Agents.

Regional Customers Database

A screenshot of a web application window titled "Manage Customers". The window has a dark blue header bar with the title "Manage Customers" in white. Below the header, the background is white. There are three input fields on the left: "Location ID" with the value "1001", "Location Name" with the value "Kissy", and "Address" with the value "Kissy Dock Yard, Freetown". To the right of these fields are three buttons: "Add New" (blue), "Save" (dark blue with a checkmark), and "Delete" (red with a trash icon). Below the input fields is a table with three columns: "Location ID", "Location Name", and "Address". The table has two rows of data: one for "1001" with "Kissy" and "Kissy Dock Yard, Freetown", and another for "2001" with "Waterloo" and "Main Waterloo Highway, Freetown". The table has a light blue header and alternating light blue and white rows. There is a small asterisk icon in the bottom left corner of the table area.

A localized CRM capturing exact regional locations (e.g., Kissy Dock Yard, Waterloo Highway), ensuring that field agents and delivery trucks are routed to precise geographic territories.

Sales Orders Management

Manage Orders

Manage Sales Orders

RefreshX Close

Search by Customer Name, Agent Name, Order Date, Location or Status

SearchClear

+ Add New Customer+ Add New Sale Order

Customer Name	Agent Name	Order Date	Location Name	Status	Total Amount	Actions
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The core B2B transactional interface where incoming bulk orders are logged, tracked by location and assigned to the specific Sales Agent who secured the deal.

Purchase Orders Processing

Manage Orders

Manage Purchase Orders

RefreshX Close

Search by Supplier Name, Order Date, Received Date, Location or Status

SearchClear

+ Add New Supplier+ Add New Purchase Order

Supplier Name	Order Date	Received Date	Location Name	Status	Total Amount	Actions
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A dedicated supply chain module to manage inbound inventory from suppliers, tracking received dates and amounts to ensure distribution hubs remain fully stocked.

Master Inventory List

Inventory List

Inventory List

X Close

Product Name

Location Name

Stock

+ Manage Products

Total Stock:

A centralized catalog monitoring total stock levels across different products and regional locations, preventing critical shortages in high-demand territories.

Reports & Analytics Center

Reports & Analytics

Report Center

X Close

TOTAL SALES

TOTAL PURCHASES

NET PROFIT

Sales Transactons

Yearly, Monthly, Weekly & Daily Sales Logs

Daily

Weekly

Monthly

Yearly

Purchase Transactons

Supplier Order and Expense Tracking

Daily

Weekly

Monthly

Yearly

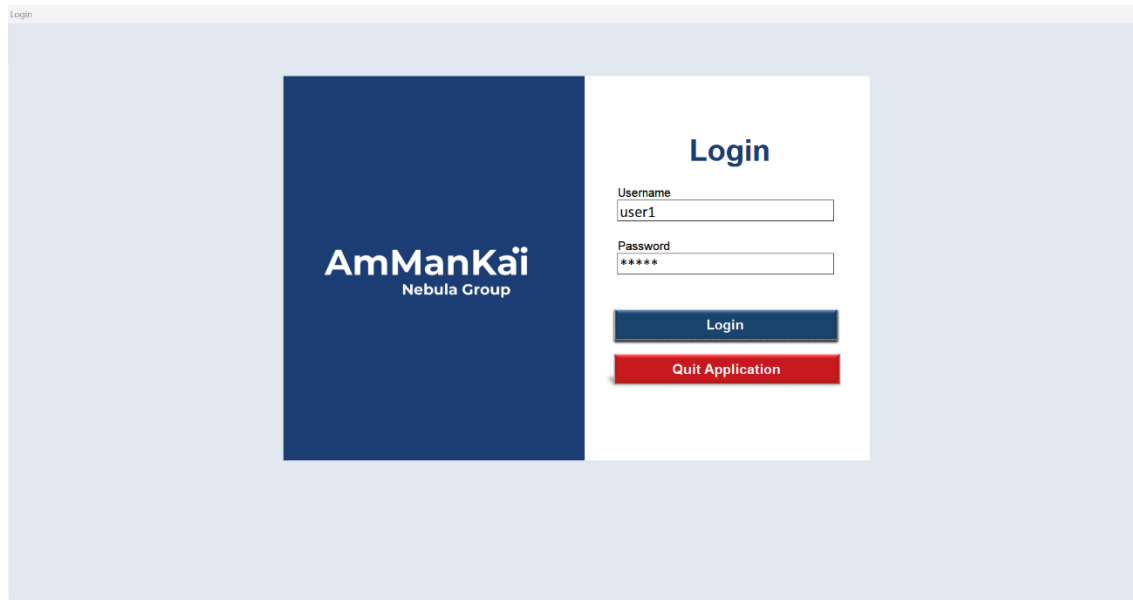
Sales Agents Performance

Check Sales Agents Performance

Generate Performance Report >

A powerful financial and operational reporting suite offering filtered data (Daily to Yearly) on sales/purchase transactions, and generating dedicated performance reports for individual Sales Agents.

Secure Application Login



A branded, secure entry point ensuring that sensitive distribution logistics, pricing, and sales performance data remain strictly confidential.

Business Benefits

- ✓ Enforced complete accountability by tracking exact sales performance down to the individual field agent
- ✓ Streamlined regional deliveries by maintaining precise, localized customer location data
- ✓ Optimized supply chain operations by centralizing both inbound purchase orders and outbound sales
- ✓ Improved management oversight through a clear, digitized multi-tier staff hierarchy
- ✓ Accelerated decision-making with dynamic, time-filtered reporting tools

Project Highlights

- Multi-Tier Sales Hierarchy
- Field Agent Performance Tracking
- Regional Market Localization
- End-to-End Order Management
- Clean, Corporate UI

Future Enhancements

Future versions of this system may include:

- Mobile Companion App for field sales agents to log orders and take client signatures offline
- GPS Check-in integrations to verify agent visits to specific regional locations
- Automated commission calculation engine based on tiered agent performance
- Van Sales and Route Accounting modules for direct-to-store deliveries

Project Summary

The Enterprise Distribution & Field Sales ERP demonstrates Admyon Systems' ability to structure complex human resource hierarchies within heavy logistical workflows. By linking individual agent performance directly to centralized inventory and orders, the platform equips large-scale distributors with the visibility required to dominate regional markets.