

# Sales Tracking

The Sales Tracking module helps your sales manager organize and report sales figures. Based on invoice process, all sales and cost figures are stored by month and year in a variety of helpful formats. Sales Tracking also provides the basis for commission and rebate reporting.

## Organize and report sales figures

### Features Include:

- f* Tight integration with all of SX.enterprise
- f* Online sales inquiries
- f* Online graphical presentations of data
- f* Sales analysis by
  - customer
  - job/ship-to
  - product
  - product category
  - warehouse
  - sales representative
  - territory
  - site
- f* Lost sales tracking and analysis
- f* Service level analysis
- f* Non-stock sales tracking and analysis
- f* Returns and adjustments tracking and analysis
  - returns cost by customer
  - warranty returns tracking
  - returns by return reason
- f* Sales tax reporting
- f* Rebate tracking and reporting
  - vendor rebates
  - customer rebates
- f* Commission
  - by Sales Representative or Group
  - single or split commissions
  - multiple level commission plans
  - commission targets by order, month, or year
  - payment on sale or revenue
  - based on net, gross, or margin
  - commissions reporting
- f* Sales representative profiles
- f* Sales budgets
- f* Prior year comparisons

