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RANCANG BANGUN SISTEM INFORMASI OPERASIONAL SALESMAN BERBASIS ANDROID PADA CV. DWI STAR

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Abstract: CV. Dwi Star is a company engaged in the field of importers of stationery, such as a stapler, perforator, cash box, stick note, display book, tape dispenser, glue, binders swing clip, calculator, and others. Stationery has various brands, such as Eagle, Phoenix, Promis, Retype, Fastener, Bofa, Nashua, Pentel, and others. The goods were shipped from abroad, with prices following the dollar exchange rate, so that the sales price is uncertain (unstable). It currently marketing the product on the company's CV. Dwi Star conducted by a salesman. Salesman has a dual role in his work, that salesman not only did the ordering of products but also offer the products, finding new customers, and collect debt.

Salesman will going around in various area in Indonesia (except Papua). The process of roving salesman in one area takes one week to three weeks. In the process, salesman will offer their products by bringing a catalog that contains information on products. The goods list (catalog) are placed in a folder with the current total of about 49 sheets containing dozens of products types and kinds of this product does not include the same number but different product types, sizes, and colors. Salesman also perform the billing process to customers who still had debt. List of the bill will be created manually by the enterprize admin. Salesman collect the debt from the customer and the customer can pay off the debt in three ways, namely transfer, demand deposits, and cash. Confirmation of payment is only be completed by a salesman and a customer, and then salesman will confirm it to the current company admin after the salesman back to the company. It creates opportunities to cheat by the salesman.

In connection with these problems, it is proposed Operational Information System Design Based Salesman Android that can be taken anywhere. Android-based operational applications salesman is devoted to help the salesman operational performance. The salesman operational applications provide useful product information to assist in the search speed of goods and prices that's up to date, can order the products, the addition of new customers, and displays a list of customer billing sent by e-mail to admin.

Keywords: Information systems, Salesman, Android

CV. Dwi Star merupakan perusahaan yang bergerak dalam bidang importir barang alat tulis kantor (ATK), seperti stapler, perforator, cash box, stick note, display book, tape dispenser, glue, map swing clip, calculator, dan lain-lain. Alat tulis kantor ini memiliki berbagai merk, seperti Eagle, Phoenix, Promo, Retype, Fastener, Bofa, Nashua, Pentel, dan lain-lain. Barang-barang tersebut dikirim dari luar negeri dengan harga yang mengikuti kurs dollar, sehingga harga penjualan tidak pasti (tidak stabil). Saat ini pemasaran produk pada perusahaan CV. Dwi Star dilakukan oleh salesman. Menurut Rahendyo (2011), salesman merupakan kepribadian yang pandai mempengaruhi orang lain dengan kata lain salesman harus mampu menggerakkan pelanggan untuk setuju membeli produk/jasa yang ditawarkan. Sedangkan salesman pada perusahaan CV. Dwi Star memiliki peran ganda dalam pekerjaannya, yaitu salesman tidak hanya melakukan

pengorderan produk tetapi juga menawarkan produk, mencari pelanggan baru, dan menagih hutang.

Salesman akan berkeliling di berbagai daerah di Indonesia (kecuali Papua). Proses keliling salesman dalam satu daerah memakan waktu satu minggu hingga tiga minggu. Dalam kelingannya salesman akan menawarkan produknya dengan membawa sebuah katalog yang berisikan informasi produk. Daftar barang (katalog) tersebut ditempatkan pada map dengan total saat ini 49 lembar. Dalam kenyataannya salesman CV. Dwi Star sering mengalami kesulitan dalam mengingat dan dalam pencarian nama, harga, merk, dan spesifikasi produk, karena produk yang dimiliki CV. Dwi Star sekitar puluhan jenis produk, dan puluhan jenis produk ini belum mencakup jumlah produk yang sama tetapi berbeda tipe, ukuran, dan warna. Perusahaan juga harus selalu memperbarui daftar harga produk, pergantian harga ini mengikuti kurs dollar dan tergantung oleh kebijakan perusahaan. Harga jual

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