IJARSCT



International Journal of Advanced Research in Science, Communication and Technology (IJARSCT)

International Open-Access, Double-Blind, Peer-Reviewed, Refereed, Multidisciplinary Online Journal

Volume 3, Issue 14, May 2023

Sales-Lab: Sales Analytics Website

Satish Kumar¹, Sonali Singh², Priyanka Prasad³, Prof. Priya Rani⁴ Students, Department of Computer Science & Engineering^{1,2,3}

Assistant Professor, Department of Computer Science & Engineering⁴ Dronacharya Group of Institutions, Gr. Noida, India

Abstract: The creation of the Sales Analytics Dashboard project stands as a testament to the effectiveness of contemporary technology in facilitating businesses to garner actionable insights from their data. The creation of the MERN stack technology on the platform is a noteworthy accomplishment as it amalgamates the widely recognised web development technologies of MongoDB, Express.js, React, Typescript, and Node.js.

Moreover, the project has implemented a CI/CD pipeline with AWS technology that guarantees the application is consistently updated and operates smoothly without any disruption to user experience. This deployment methodology has facilitated the development team to deliver new features and updates promptly and proficiently. via the usage of statistics visualisation and reporting, the income Analytics Dashboard offers corporations with the capability to make informed decisions primarily based on real-time sales facts. With this tool, businesses can acquire a better comprehension of their sales trends, identify areas for improvement, and ultimately enhance their profitability.

In summary, the Sales Analytics Dashboard project is a prosperous implementation of cutting-edge technology to address real-world business needs. Its development using the MERN stack technology and deployment with a CI/CD pipeline on AWS gives the value of utilizing modern software development methodologies to create reliable and efficcient applications.

Keywords: Sales Analytics

REFERENCES

- L. Wu, H. Qu, and Y. Li, "Sales analytics for hospitality and tourism: a systematic literature review," Journal of Travel & Tourism Marketing, vol. 36, no. 8, pp. 873-891, 2019. doi: 10.1080/10548408.2019.1644747
- [2]. https://www.tandfonline.com/doi/abs/10.1080/10548408.2019.1644747
- [3]. P. Singh and S. Gupta, "Business analytics in sales: a review of current research and trends," Journal of Advances in Management Research, vol. 16, no. 3, pp. 340-357, 2019. doi: 10.1108/JAMR-08-2018-0086 https://www.emerald.com/insight/content/doi/10.1108/JAMR-08-2018-0086/full/html
- [4]. M. A. Qureshi, M. A. Niazi, S. H. Ali, and S. H. Shah, "A comparative study of data mining tools in sales analytics," Journal of Business Research, vol. 69, no. 5, pp. 1761-1769, 2016. doi: 10.1016/j.jbusres.2015.10.053 https://www.sciencedirect.com/science/article/abs/pii/S0148296315003669
- [5]. N. A. Ali, A. Alsewari, M. Othman, and H. A. Alsamarraie, "Sales analytics: a systematic literature review," in 2019 IEEE 9th Symposium on Computer Applications & Industrial Electronics (ISCAIE), pp. 227-231, 2019. doi: 10.1109/ISCAIE.2019.8834851
- [6]. https://ieeexplore.ieee.org/abstract/document/8834851
- [7]. M. L. Schkade, J. H. Helgeson, and T. L. Mullen, "Using data analytics to optimise sales force performance: a review of the literature and directions for future research," Journal of Personal Selling & Sales Management, vol. 38, no. 1, pp. 61-82, 2018. doi: 10.1080/08853134.2017.1406347 https://www.tandfonline.com/doi/abs/10.1080/08853134.2017.1406347

DOI: 10.48175/IJARSCT-10804

- [8]. HTML: https://developer.mozilla.org/en-US/docs/Web/HTML
- [9]. CSS: https://developer.mozilla.org/en-US/docs/Web/CSS
- [10]. TypeScript: https://www.typescriptlang.org/docs/
- [11]. Node.js: https://nodejs.org/en/docs/
- [12]. Express.js: https://expressjs.com/en/4x/api.html
- [13]. Chart.js: https://www.chartjs.org/docs/latest/

Copyright to IJARSCT www.ijarsct.co.in ISSN 2581-9429 IJARSCT

87

IJARSCT



International Journal of Advanced Research in Science, Communication and Technology (IJARSCT)

International Open-Access, Double-Blind, Peer-Reviewed, Refereed, Multidisciplinary Online Journal

Volume 3, Issue 14, May 2023

- [14]. Jenkins: https://www.jenkins.io/doc/
- [15]. Linux: https://www.linux.org/docs/
- [16]. AWS: https://aws.amazon.com/documentation/
- [17]. EC2:https://docs.aws.amazon.com/AWSEC2/latest/UserGuide/concepts.
- [18]. Docker: https://docs.docker.com/
- [19]. GitHub: https://docs.github.com/en

