Sales Regional

Module Guide: Sales Region

Module Location

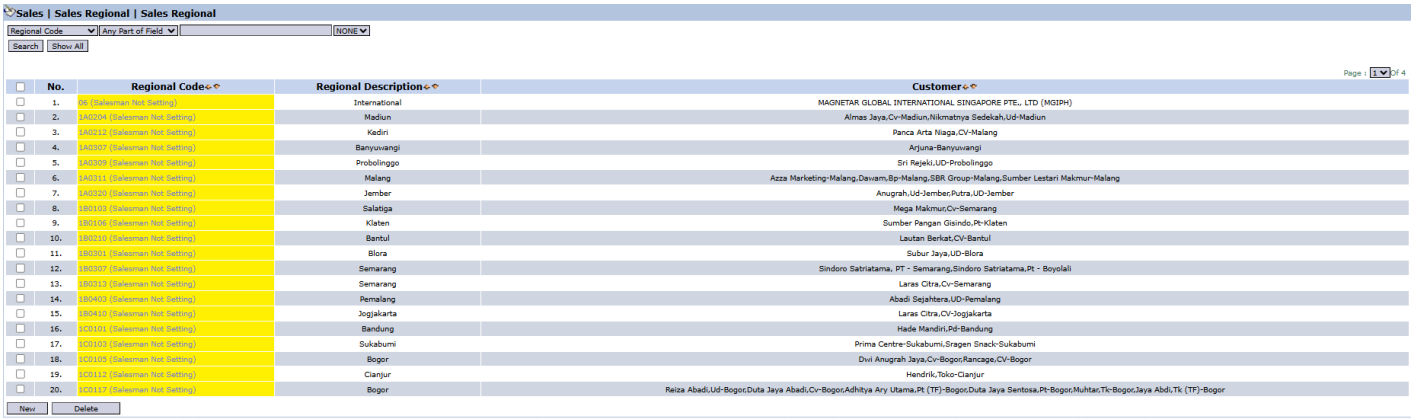
Sales > Sales Region

Module Objective

The **Sales Region** module is a tool for managing master data related to sales regions or territories. Its purpose is to define geographical sales areas, and to view and group customers based on their region. This setup is crucial as a basis for reports and sales analysis per region.

1. Main View (Sales Region List)

The main page of this module displays a list of all created sales regions along with the customers that belong to them.


Sales | Sales Regional | Sales Regional

Regional Code | Any Part of Field | NONE | Search | Show All

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	No.	Regional Code	Regional Description	Customer
	1.	06 (Salesman Not Setting)	International	MAGNETAR GLOBAL INTERNATIONAL SINGAPORE PTE., LTD (MGIPH)
	2.	1A0204 (Salesman Not Setting)	Madiun	Almas Jaya,Cv-Madiun,Nikmatnya Sedekah,Ud-Madiun
	3.	1A0212 (Salesman Not Setting)	Kediri	Panca Arta Niaga,CV-Malang
	4.	1A0307 (Salesman Not Setting)	Banyuwangi	Arjuna-Banyuwangi
	5.	1A0309 (Salesman Not Setting)	Probolinggo	Sri Rejeki,UD-Probolinggo
	6.	1A0311 (Salesman Not Setting)	Malang	Azza Marketing-Malang,Dawam,Bp-Malang,SBR Group-Malang,Sumber Lestari Makmur-Malang
	7.	1A0320 (Salesman Not Setting)	Jember	Anugrah,Ud-Jember,Putra,UD-Jember
	8.	1B0102 (Salesman Not Setting)	Salatiga	Mega Makmur,Cv-Semarang
	9.	1B0106 (Salesman Not Setting)	Klaten	Sumber Pangan Gisindo,Pt-Klaten
	10.	1B0210 (Salesman Not Setting)	Bantul	Lautan Berkat,CV-Bantul
	11.	1B0301 (Salesman Not Setting)	Blora	Subur Jaya,UD-Blora
	12.	1B0307 (Salesman Not Setting)	Semarang	Sindoro Satriatama, PT - Semarang,Sindoro Satriatama,Pt - Boyolali
	13.	1B0313 (Salesman Not Setting)	Semarang	Laras Citra,Cv-Semarang
	14.	1B0403 (Salesman Not Setting)	Pemalang	Abadi Sejahtera,UD-Pemalang
	15.	1B0410 (Salesman Not Setting)	Jogjakarta	Laras Citra,CV-Jogjakarta
	16.	1C0101 (Salesman Not Setting)	Bandung	Hade Mandiri,Pd-Bandung
	17.	1C0103 (Salesman Not Setting)	Sukabumi	Prima Centre-Sukabumi,Sragen Snack-Sukabumi
	18.	1C0105 (Salesman Not Setting)	Bogor	Dwi Anugrah Jaya,Cv-Bogor,Rancage,CV-Bogor
	19.	1C0112 (Salesman Not Setting)	Cianjur	Hendrik,Toko-Cianjur
	20.	1C0117 (Salesman Not Setting)	Bogor	Reiza Abadi,Ud-Bogor,Duta Jaya Abadi,Cv-Bogor,Adhitya Ary Utama,Pt (TF)-Bogor,Duta Jaya Sentosa,Pt-Bogor,Muhtar,Tk-Bogor,Jaya Abdi,Tk (TF)-Bogor

New | Delete

View Explanation

This page is the center for viewing and managing all sales region data.

- **Filter**: You can search for a specific region using the search bar based on the **Regional Code**.
- **Region List**: The table below displays all existing sales regions.

Column Explanation

- **Regional Code**: The unique code for each sales region (e.g., SA0104, SA0207).
- **Regional Description**: The name or description of the region (e.g., Madiun, Banyuwangi, Malang).
- **Customer**: A list of customers who are included in that sales region.

Button Functions

- **New**: The primary button to create new Sales Region data.
- **Delete**: To delete a selected sales region data.

2. Steps to Manage a Sales Region

Step 1: Create a New Region

From the Main View, click the **New** button to open the new region creation form.



Step 2: Fill in Region Details

On the form that appears (not shown in the image), you will be asked to fill in the **Regional Code** (a unique code for the region) and the **Regional Description** (the name of the region, e.g., Surabaya, Malang, Central Jakarta).



Step 3: Add Customers to the Region

After the region is defined, you will be able to associate or add customers to that region. This process ensures every customer is mapped correctly.



Step 4: Save the New Region

Save the data to create the new sales region. The data will then appear in the Main View.



Tips & Important Notes

- These Sales Region settings are important master data for all sales reports that are analyzed by geographical area.
- Ensure every new customer is allocated to the correct sales region to make the sales data per region accurate.
- The information **"(Salesman Not Setting)"** that might appear in the Regional Code column could indicate that no specific

salesperson has been assigned to handle that region or customer.

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