

Abstract

The company will use service of sales to promote or persuade all people to using product or service offered from that company. When performing their duties, the sales will require a media or system that can be used to save interview data with some prospective client they met. After that, the results of interview will be submitted to the company for the futher action. Not only that, the company also need a system that can monitoring sales performance. Therefore, they need a system that can save client's data from sales and then the data will visualized in order to facilitate the company for monitoring sales performance. This system will be built using data Visualization method and Treemap technique for visualizaed the data. This methods and technique are very compatible because this technique can visualized client's data become visual shape with color categories and details of any stored data. Furthermore, this system is divided into 2(two) applications, one for android application on the sales for inputing data and java application on the company (top level management) for monitoring sales performance. Sales Monitoring System will be tested using SEM (Structural Equation Modeling) to measuring the level of user satisfaction when they using sales monitoring system.

Keyword: Monitoring Sales Performance, Visualization, Data Visualization, Treemap, android and java.