

ABSTRACT

P.T. Indo Trada Sugiron is an agency or company that is engaged in the sale of vehicle oil, both 2 (two) and 4 (four) wheeled vehicles. The salesman performance appraisal system that is implemented has not been well systemized because it is still done manually, making it difficult for the admin to determine performance based on the sales achievement or sales target. Based on this, the researcher created a salesman performance appraisal program design system based on the achievement of sales targets with the weighted product method, which was built on a web basis using the programming languages PHP and MySQL as the database.

Keywords: *Salesman, Weighted Product, PHP, MySQL.*