

Proposal Management System - Database Design Document

Business Scenario

A Sales Person imports jobs from Upwork. For each imported job, the Sales Person selects one or more Upwork accounts that will be used for proposal submission. The Sales Person can assign the same job to multiple writers. Every assignment, reassignment, acceptance, rejection, and submission is tracked. When a proposal is finally submitted, the system records exactly which Upwork account submitted which writer's proposal.

Business Rules

- Writers must be assigned based on their Category and Subcategory expertise.
- Sales Person responsibilities should be managed based on work shifts.
- A single job can be assigned to multiple writers.
- A Sales Person can choose one or more Upwork accounts for proposal submission.
- Every assignment, reassignment, acceptance, rejection and submission must be tracked.
- The final submission must record the Job, Writer, Sales Person, Proposal Content, Upwork Account and submission timestamp.

Modules & Responsibilities

Job Posts

Stores imported jobs and client/job details.

Job Proposals

Stores writer assignment for a job and Upwork account.

Proposal Content

Stores proposal written by writers.

Proposal Content Additional Files

Stores multiple attachments.

Submitted Proposals

Stores final submitted proposal details.

Proposal Writer History

Stores complete writer assignment history.

Database Tables & Fields

Job Posts

- collector_id
- submitted_by
- job_url
- external_job_id
- title

- description
- slug
- budget_type
- budget_min
- budget_max
- hourly_min
- hourly_max
- weekly_min
- weekly_max
- client_name
- client_country
- client_rating
- payment_verified
- payment_method
- experience_level
- posted_at
- category_id
- sub_category_id
- created_by
- scrapped_status
- status
- previous_status
- client_location
- total_spend
- total_hire
- hire_rate
- job_duration
- weekly_hours
- first_joined_in_upwork
- other_job_this_client
- source_type
- total_writer_assigned
- writer_completed
- submission_count
- first_submitted_at
- last_submitted_at

Job Proposals

- job_id
- sales_person_id
- upwork_account_id
- writer_id
- assigned_by
- status
- rejection_reason

Proposal Content

- job_id
- job_proposal_id
- writer_id
- title
- description
- file

Proposal Content Additional Files

- proposal_content_id
- file

Submitted Proposals

- job_post_id
- upwork_account_id
- sales_person_id
- writer_id
- proposal_content_id

Proposal Writer History

- job_proposal_id
- writer_id
- assigned_by
- request_type
- rejection_reason
- assigned_at
- responded_at

Workflow

1. Import jobs from Upwork.
2. Sales Person selects one or more Upwork accounts.
3. Assign one or multiple writers.
4. Save every assignment, reassignment, acceptance, and rejection in Proposal Writer History.
5. Sales Person reviews proposals.
6. Submit the selected proposal using the selected Upwork account.
7. Store Job + Writer + Proposal Content + Upwork Account in Submitted Proposals for complete tracking.