Project Overview - Sales CRM to monitor and track employee performance. Mode : Mobile Application. It should be compatible with PCs as well.

Basic Features of the Sales CRM

1. Lead Management: Capture and manage leads from multiple sources.
2. Contact Management: Maintain detailed records of all customer interactions.
3. Sales Pipeline: Visual representation of sales stages and progress tracking.
4. Task Management: Assign and track tasks related to leads and sales opportunities.
5. Email Integration: Integrate with email systems for seamless communication.

Additional Features for Arrowline

1. Field Sales + Telecallers Tracking:
   - Track calls made by telecallers.
   - Field sales personnel will visit leads based on telecallers' inputs.
2. Field Sales Personnel Location Tracking/Update:
   - Real-time location tracking of field sales personnel.
   - Automated updates on visit status.
3. Vendor Management:
   - Option for field sales personnel to add new vendors using forms.
   - View outstanding and pending amounts for vendors.
4. Lead Management:
   - Prevent lead clashes between different sales personnel.
5. Hierarchy Calling for Tele Sales:
   - Implement a structured follow-up schedule for telecallers: 15 days, 7 days, 5 days, and 3 days.

Technical Specification - As suggested by Pro

Design Specification - Need to coordinate with the POC from Arrowline

Timelines and Milestones - 60-90 days

Communication Protocol - Need to communicate with the assigned POC, Ms. Rutuja (Sales Manager), Arrowline ; Phone no - 7030962225. Any documentation needs to be shared across mail id - arrowline01@gmaail.com

Other Requirements - It should have a web app version