

Analysis:1. Key Discussion Points and Objections: Property search in Hadapsar/Magarpatta area (Eastern Pune). Requirement: Resale property in Magarpatta area, around 1-1.5Cr budget. Objection: Customer has already visited many properties. Specific requirement for Hadapsar/Magarpatta resale.2. Sales Agent's Performance: Tone: Polite and accommodating. Pitch: Focused on understanding customer requirements. Flow: Maintained conversation flow despite customer's specific requirements. Handling Objections: Offered resale options in Magarpatta, promised to send details via WhatsApp.3. Next Actionables: Follow-up Task: Send resale property details (2 options) in Magarpatta via WhatsApp. Follow-up Task: Coordinate with sales team to provide information to customer. Customer Interest Level: Medium, based on willingness to review details sent via WhatsApp.4. Evaluation Criteria and Logic for Actionables: Evaluation Criteria: The customer showed interest in resale properties in the Magarpatta area within the specified budget (1-1.5Cr). Logic for Actionables: Since the customer requested details via WhatsApp, the primary action is to promptly send the requested information. Additionally, involving the sales team ensures comprehensive support for the customer's property search. Interest level is assessed based on the customers expressed willingness to review the provided details.