

ASSIGNMENT: LEAD GENERATION

1. Creating the new lead

New Lead

Lead Information

* Lead Status

New

Lead Owner

Divija Arora

* Name

Salutation

Ms.

First Name

Divija

Middle Name

Middle Name

* Last Name

Arora

Suffix

Suffix

Website

Title

* Company

TIET

Email

ddivija_be20@thapar.edu

Phone

8437484298

Mobile

Rating

--None--

No. of Employees

Lead Source

--None--

Address Information

Address

2090/2 st no.2 basant nagar shivpuri Ludhiana

Street

2090/2 st no.2 basant nagar shivpuri Ludhiana

City

Ludhiana

State/Province

Punjab

Zip/Postal Code

Country

2. Changing the status of the selected leads

The screenshot shows a CRM interface with a 'Leads' section. A modal titled 'Change Status' is open, indicating that 3 leads are selected. The modal contains a dropdown menu with 'Nurturing' selected. The background shows a list of leads with columns for Name, Title, and Lead Status.

Name	Title	Lead Status
sham lal singh	Doctor senior	New
Divij Kalra	Analyst	New
Ravisha Malhotra	SDE	New
Himanshi Pahuja	SDE	New
Rishi Malik	president	New
Eva Lincon	fresher	New
Divija Arora	CEO	New
Anushka Dewangan	Analyst	New
Aniket Saharan	Manager	New
TechWave Lincon	companu representative	New


3. The whole list

The screenshot shows the full list of leads in the CRM. A green notification bar at the top states 'Your changes are saved.' The list includes columns for Name, Title, Company, Phone, Mobile, Email, Lead Status, and Owner Alias. The leads are sorted by 'Recently Viewed'.

Name	Title	Company	Phone	Mobile	Email	Lead Status	Owner Alias
sham lal singh	Doctor senior	DMC	(236) 464-3847	(734) 384-7593	sham@dmc.com	New	DAror
Divij Kalra	Analyst	De shaw	(743) 843-8593	(543) 634-2834	dkalra_be20@thapar.edu	New	DAror
Ravisha Malhotra	SDE	DEV STORY	(885) 674-3112	(763) 647-3849	rmalhotra_be20@gmail.com	New	DAror
Himanshi Pahuja	SDE	Microsoft	65778837388		hpahuja_be20@thapar.edu	New	DAror
Rishi Malik	president	Goldman Sachs	123456789	987654321	rmalik_be20@thapar.edu	New	DAror
Eva Lincon	fresher	abc	(234) 567-8988		abc@thapar.edu	New	DAror
Divija Arora	CEO	TIET	(843) 748-4298		ddivija_be20@thapar.edu	New	DAror
Anushka Dewangan	Analyst	JPMC	1112223334	(433) 322-2211	adewangan_be@thapar.edu	New	DAror
Aniket Saharan	Manager	Deloitte	(566) 677-8899	(988) 765-5789	asharan_be20@thapar.edu	New	DAror
TechWave Lincon	companu represen...	abc	(123) 456-7890		xyz@gmail.com	New	DAror

4. Converting the leads

Your lead has been converted



ACCOUNT

TIET

Phone: (843) 748-4298

Billing... 2090/2 st no.2 basant ...
Ludhiana, Punjab 141...
IN

Website:

Account Owner: Divija Arora

CONTACT

Divija Arora

Title: CEO

Account Name: TIET

Phone: (843) 748-4298

Email: ddivija_be20@thapar.edu

Mobile:

OPPORTUNITY

TIET-

Account Name: TIET


Close Date: 3/31/2023


Amount:

Opportunity Owner: Divija Arora

[New Task](#)
[Go to Leads](#)

5. Leads go to the contact portal





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[Home](#)
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[Accounts](#)
[Contacts](#)
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[Quotes](#)
[Campaigns](#)
[Forecasts](#)
[Reports](#)
[Dashboards](#)
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Contacts


Recently Viewed

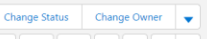
2 items • Updated a few seconds ago

[New](#)
[Import](#)
[Add to Campaign](#)
[Send List Email](#)

	Name	Account Name	Phone	Email	Contact Owner Alias
1	Rishi Malik	Goldman Sachs	(123456789)	rmalik_be20@thapar.edu	DAror
2	Divija Arora	TIET	(843) 748-4298	ddivija_be20@thapar.edu	DAror

6. The converted leads are removed





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Leads

Recently Viewed

8 items • Updated a few seconds ago

[New](#)
[Import](#)
[Add to Campaign](#)
[Change Status](#)
[Change Owner](#)

	Name	Title	Company	Phone	Mobile	Email	Lead Status	Owner Alias
1	Divij Kalra	Analyst	De shaw	(743) 843-8593	(543) 634-2834	dkalra_be20@thapar.edu	Qualified	DAror
2	Himanshi Pahuja	SDE	Microsoft	(65778837388)		hpahuja_be20@thapar.edu	Nurturing	DAror
3	Aniket Saharan	Manager	Deloitte	(566) 677-8899	(988) 765-5789	asharan_be20@thapar.edu	Nurturing	DAror
4	TechWave Lincon	companu representative	abc	(123) 456-7890		xyz@gmail.com	New	DAror
5	Anushka Dewangan	Analyst	JPMC	(112223334)	(433) 322-2211	adewangan_be@thapar.edu	New	DAror
6	sham lal singh	Doctor senior	DMC	(236) 464-3847	(734) 384-7593	sham@dmc.com	New	DAror
7	Ravisha Malhotra	SDE	DEV STORY	(885) 674-3112	(763) 647-3849	rmalkhotra_be20@gmail.com	New	DAror
8	Eva Lincon	fresher	abc	(234) 567-8988		abc@thapar.edu	New	DAror