

Training Academy CRM

Project Abstract:

Training Academy Management System (TAMS) is a CRM based Software Application which manages and builds sales pipeline by capturing the Course/Resource enquiry leads from the public website or through the direct enquiries(walk-in/telephone/ads/Campaigns) the sales pipeline can then be built from these enquiry leads. Configuring and managing an organization's public website through this application. Generate reports for the manager, or organization.

List of Requirement

- User Management and Login
- Course Management
- Course Enquiry Management
- Course Sales Pipeline Management
- Resource Management
- Resource Enquiry Management
- Resource Sales Pipeline Management

User Management and Login

- Implement Authentication by checking the credentials.
 - Check a **password** between 6 to 20 characters which contain at least one numeric digit, one uppercase and one lowercase letter.
 - Passwords should be hidden behind the asterisk characters.

Course/Resource Management

- **Add Course:** with information such as Course Code, Course Name, Description, Duration, Fees, Qualifications, Course Modules
 - A Course may have multiple qualifications and Course Modules.
 - Course Code should be auto-generated.
- **List all Courses:** lists all the Course details
- **Search Courses:** based on course name or code.
- **Edit Course:** Search and Update Course details.
- **Delete Courses:** Search and Delete Courses

Course/Resource Enquiry Management

- **Add Course/Resource Enquiry:** with information such as Enquiry Code, Enquirer Name, Date of Birth, Email id, Mobile number, Address, Highest Qualification, Percentage of marks, Year Of Passout, Resource Name, Enquired Course, Enquiry Date, Enquiry Status.
 - Enquiry Status and Courses need to select from the choice.
 - Course choice should get from the courses which we added in the course management.
 - Enquiry Code should be auto-generated
 - Assume Enquiry Date as today's date
 - Enquirer can Enquire for multiple course details, Multi-Enquired Courses need to be added in the Course enquiry.
 - Enquiry Status: [Pending, Interested, Selected, Admitted, Rejected]
- **List all Course/Resource Enquiries:** list all the Course/Resource Enquiries
- **Search and Filter:** Search Enquiries based on Enquiry code, Enquirer Name.
 - Implement Course Enquiry Filters based on Enquiry Status & Date.

Course/Resource Sales Pipeline Management

- **Course/Resource Enquiry Status Update:** Implement a functionality for updating the Course Enquiry Status. Keep a log file as an activity Log to record changes of each enquiries status update, with information like Enquiry Code, Previous status, new status, status updated date, username.
- **List Course/Resource Enquiry Status.**