**List of API’s to be Developed**

**1. Authentication & Authorization APIs**

*(JWT-based auth)*

* **POST** /auth/signup → Register new user (Admin/Manager only)
* **POST** /auth/login → Login and get JWT access + refresh tokens
* **POST** /auth/refresh → Refresh access token
* **POST** /auth/logout → Invalidate token (optional)
* **GET** /auth/me → Get current logged-in user details
* **GET** /auth/roles → Get list of available roles
* **GET** /auth/permissions → Get permissions for a role

**2. User & Team Management APIs *(Admin & Manager only)***

* **GET** /users → List all users with filters (role, team, status)
* **POST** /users → Create new user and assign role/team
* **GET** /users/{id} → Get single user details
* **PUT** /users/{id} → Update user details or role/team
* **DELETE** /users/{id} → Remove a user
* **PATCH** /users/{id}/status → Enable/Disable user

**Team Management:**

* **GET** /teams → List all teams
* **POST** /teams → Create new team
* **GET** /teams/{id} → Get single team details
* **PUT** /teams/{id} → Update team name/description
* **DELETE** /teams/{id} → Delete team

**3. Leads Management APIs**

* **GET** /leads → Get leads (filters: stage, source, assigned user, date range)
* **POST** /leads → Create new lead manually
* **GET** /leads/{id} → Get details of a lead
* **PUT** /leads/{id} → Update lead details
* **PATCH** /leads/{id}/stage → Update stage (for Kanban drag-drop)
* **DELETE** /leads/{id} → Delete lead
* **POST** /leads/import → Bulk import leads from CSV
* **GET** /leads/inbox → Get unified inbox messages per lead
* **POST** /leads/{id}/message → Send message to a lead

**4. Deals / Opportunities APIs**

* **GET** /deals → List all deals with filters (stage, probability, date range)
* **POST** /deals → Create a new deal linked to a lead
* **GET** /deals/{id} → Get deal details
* **PUT** /deals/{id} → Update deal info (stage, value, expected close date)
* **DELETE** /deals/{id} → Delete deal
* **GET** /deals/forecast → Get deal forecast summary

**5. Tasks & Activities APIs**

* **GET** /tasks → List all tasks with filters (status, type, assigned user)
* **POST** /tasks → Create new task
* **GET** /tasks/{id} → Get task details
* **PUT** /tasks/{id} → Update task details
* **PATCH** /tasks/{id}/status → Change task status
* **DELETE** /tasks/{id} → Delete task

**6. Campaigns APIs *(Marketing role)***

* **GET** /campaigns → List all campaigns
* **POST** /campaigns → Create a campaign (Email, WhatsApp, LinkedIn)
* **GET** /campaigns/{id} → Get campaign details
* **PUT** /campaigns/{id} → Update campaign
* **DELETE** /campaigns/{id} → Delete campaign
* **GET** /campaigns/{id}/analytics → Get campaign metrics
* **POST** /campaigns/{id}/send → Trigger campaign sending

**7. Customers APIs *(Sales & Support)***

* **GET** /customers → List customers (filters: lifecycle stage, region)
* **POST** /customers → Create new customer entry
* **GET** /customers/{id} → Get customer details
* **PUT** /customers/{id} → Update customer info
* **DELETE** /customers/{id} → Delete customer

**8. Geo Insights APIs *(If location data exists)***

* **GET** /geo/leads → Get leads grouped by region/city
* **GET** /geo/deals → Get deals grouped by region/city

**9. Analytics & Dashboard APIs**

* **GET** /analytics/dashboard → Return KPI metrics (total leads, deals, revenue, conversion rate, forecast)
* **GET** /analytics/leads-by-source → Leads by acquisition channel
* **GET** /analytics/deals-by-stage → Deals distribution
* **GET** /analytics/sales-trend → Monthly sales trend
* **GET** /analytics/team-performance → Sales team performance data
* **GET** /analytics/revenue-snapshot → Current vs last period revenue

**10. File Upload & Media APIs**

* **POST** /files/upload → Upload files (documents, images)
* **POST** /files/voice-note → Upload audio notes for a lead/customer

**11. System & Settings APIs *(Admin only)***

* **GET** /settings → Fetch system settings
* **PUT** /settings → Update system settings
* **GET** /integrations → Check integration status (Email, WhatsApp, LinkedIn)
* **POST** /integrations/test → Test integration connection