Project Report Template

1   INTRODUCTION

Candidate Scoring . LinkedIn Extension. Drag & Drop Pipeline. Task Automation. Collaboration. AI Recruitment ATS & **CRM** for Recruiters. All-In One Platform To Manage Hiring Process.
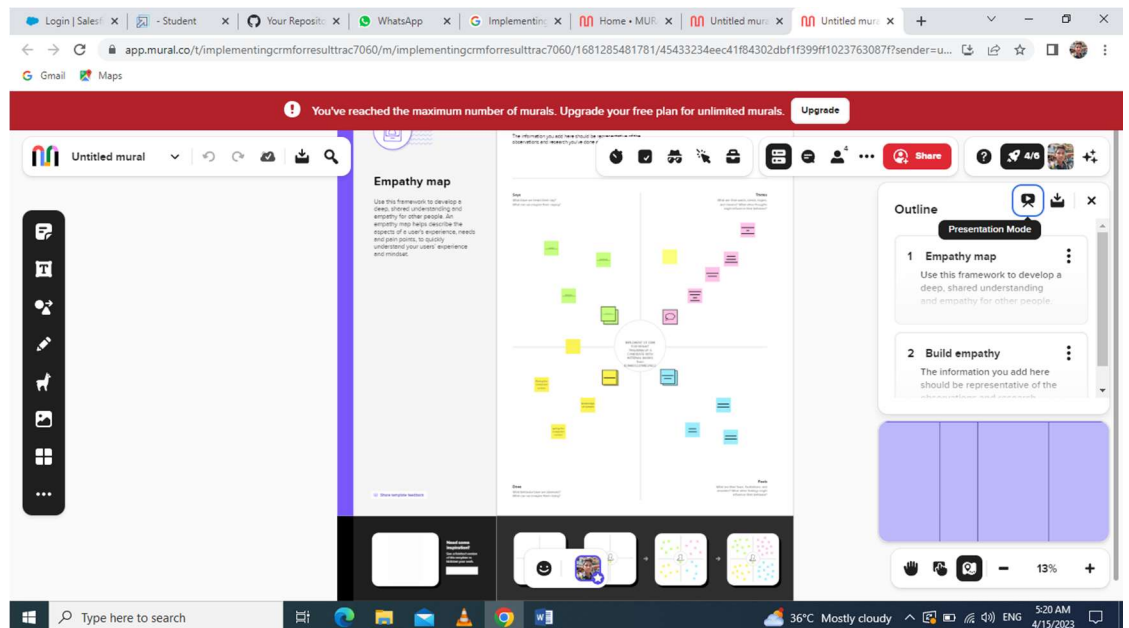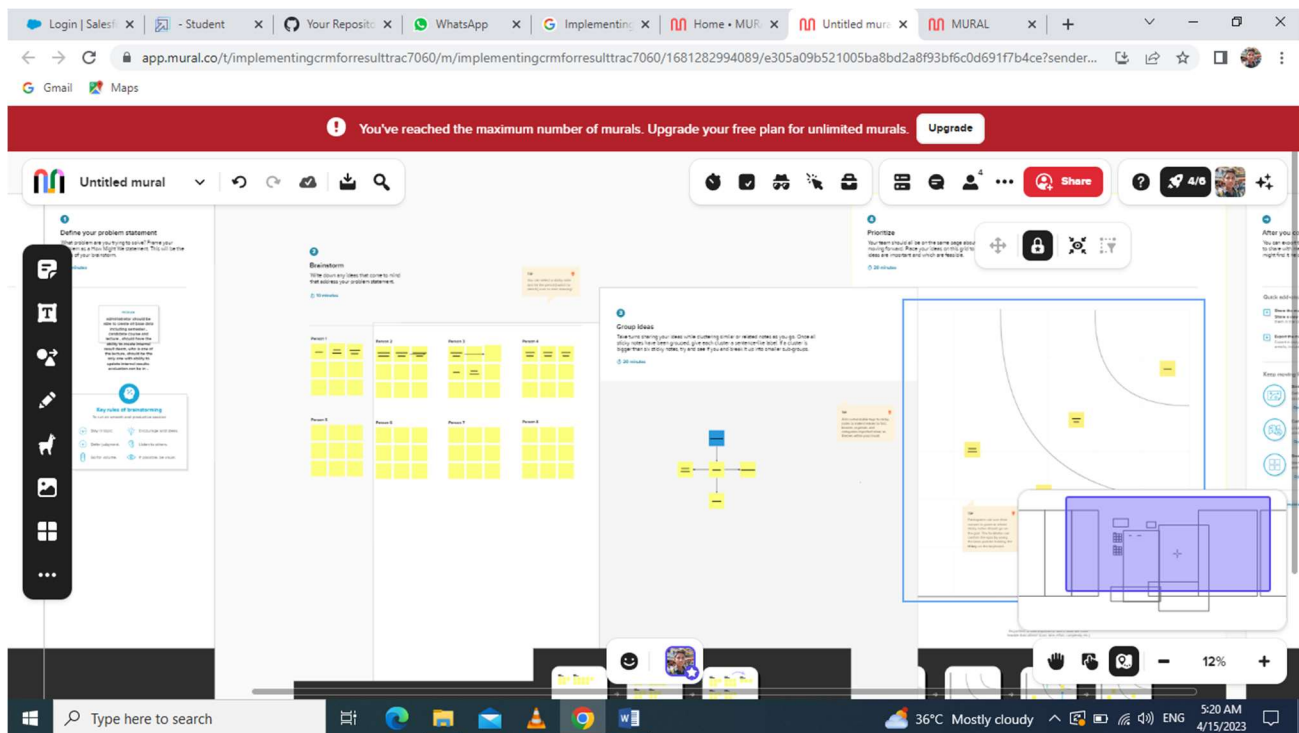
2   Problem Definition & Design Thinking

2.1 Empathy Map

2.2 Ideation & Brainstorming Map

3   RESULT

3.1 Data Model:

Object name	Fields in the Object	
Semester		
	Field label	Data type
	Semester	Data

3.2 Activity & Screenshot

4   **Trailhead Profile Public URL**

Team Lead – https://trailblazer.me/id/ssenthilg
Team Member 1 –
https://trailblazer.me/id/ramam60

Team Member 2 -
https://trailblazer.me
/id/pparthi18
Team Member 3 –
https://trailblazer.me
/iddines876

5   ADVANTAGES

- A CRM can **help you store customer data such as user behavior, how long a customer has been with your business, purchase records, and notes on sales interaction,**
- CRM software **helps keep track of the process and understand those that work best**
- Implementation is the process of installing CRM software so an organization can manage current and potential customer relationships. Successful CRM implementation can help businesses analyze customer interaction, efficiently track leads and streamline processes.

6   DISADVANTAGE

- Business culture, a lack of commitment or resistance to cultural change from people within the company can cause major difficulties with CRM implementation….
  Poor communication...

- Lack of leadership.

7 CONCLUTION

Implementation is the process of installing CRM software so an organization can manage current and potential customer relationships.

8 FUTURE SCOPE

CRM software **helps keep track of the process and understand those that work best.** By learning the most efficient behavior, you can substantially increase your sales by highlighting and replicating the behaviors that are most effective. CRM software also allows you to know the performance of your employees.