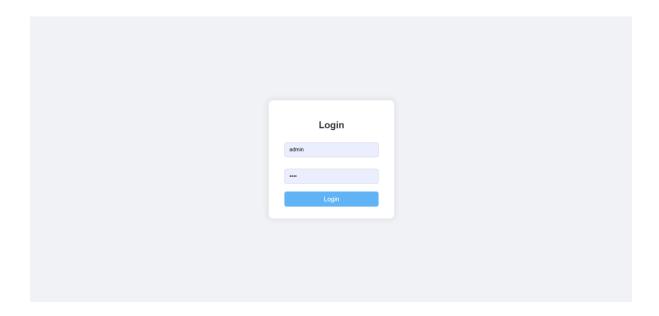
# **Customer Relationship Management (CRM)**

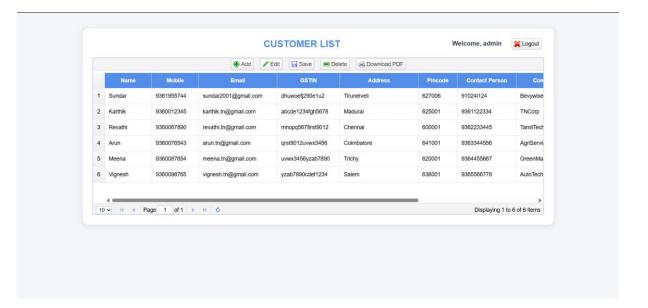
**CRM** is a system or strategy used by businesses to manage interactions with current and potential customers.

It helps improve customer service, boost sales, and streamline communication by organizing customer data and tracking interactions.

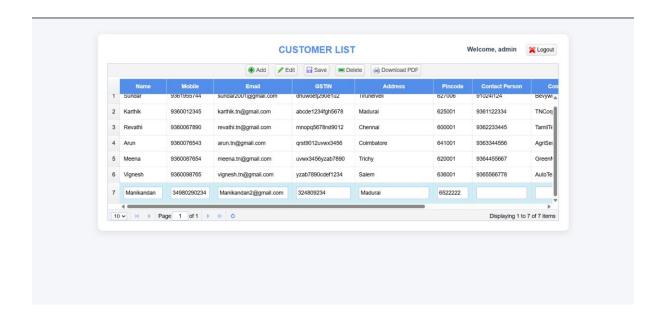
## **Using Python Flask and Render Template:**



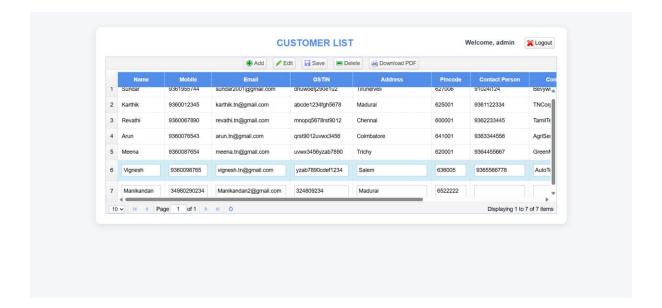
**Login Page for CRM Application** 



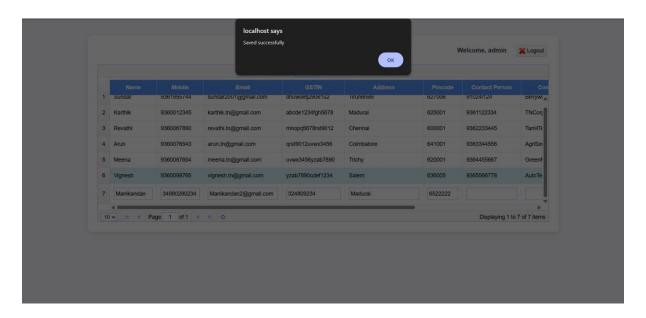
### **Retrieve the CRM customer records**



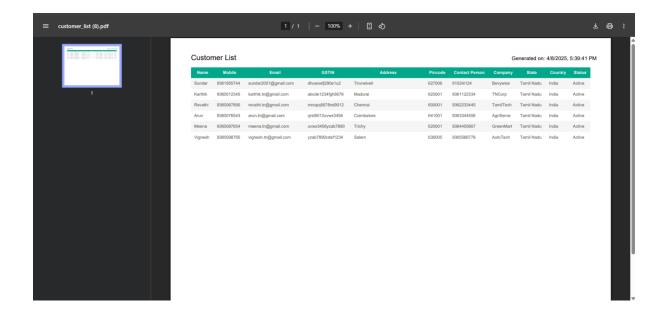
Create a new customer entry in CRM



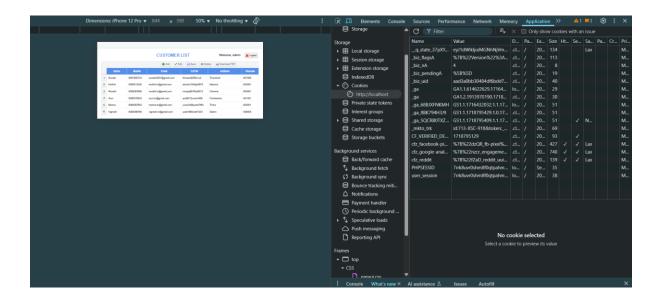
Update the existing customer entry in CRM



Saved the customer entry in CRM



## **Download as PDF for CRM records**

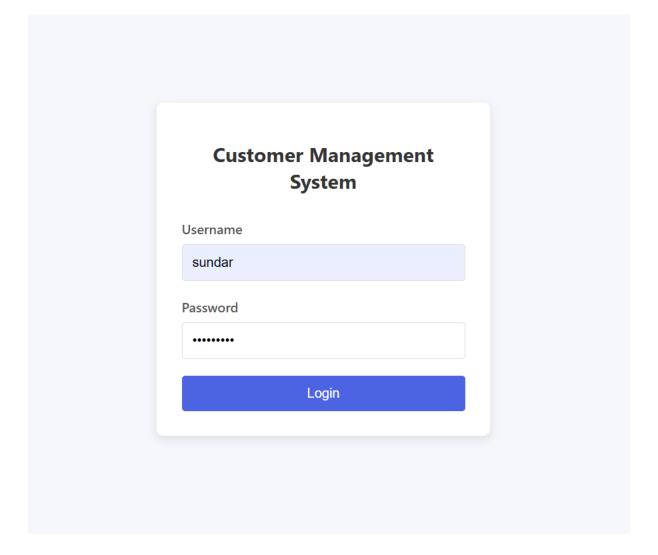


## Cookies stored based on customer entry

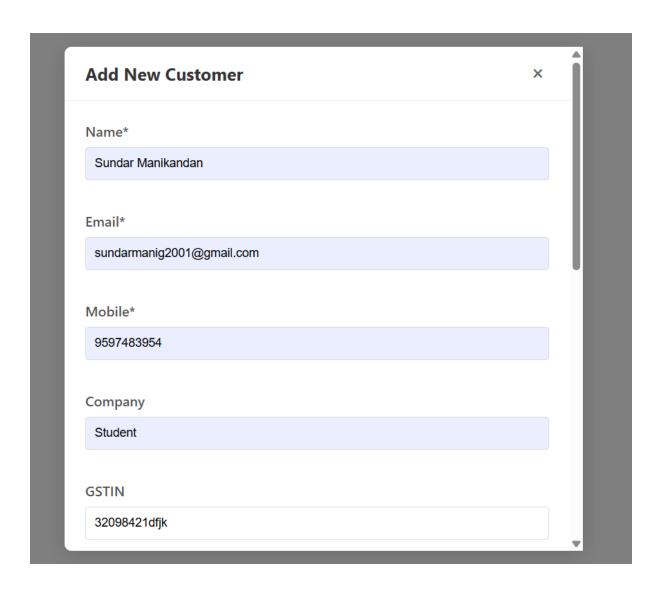
## **Tech Stack:**

- Flask (Python backend)
- **EasyUI** (Front-end library for UI components like datagrid/table)
- Jinja2 Templates (render\_template)

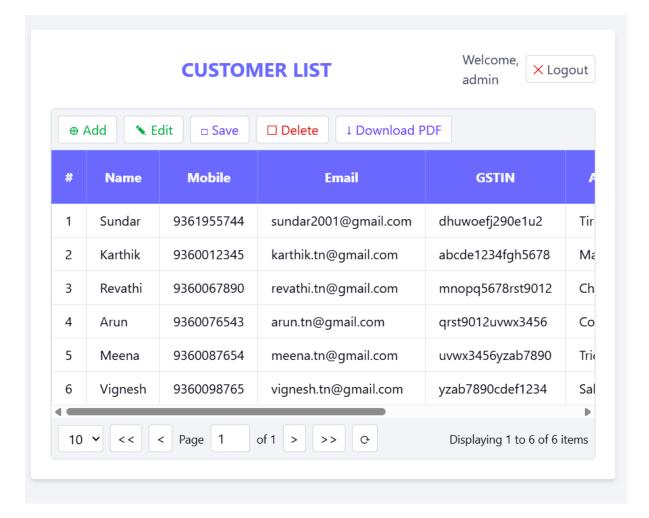
## **Using React JS and Python Flask:**



Login Page for CRM system



Added a new customer entry using Form



### Retrieve the customer records in CRM

### Tech Stack:

### Frontend – React.js

- **React.js** For building interactive UI components
- Axios For making HTTP requests to Flask backend
- React Hooks (useState, useEffect) For state management and lifecycle
- CSS— For styling

## **Backend – Python Flask**

- Flask Lightweight Python web framework for API handling
- Flask-CORS To enable Cross-Origin Resource Sharing for React requests

