

MOM:

- Team management where sales executive will have a manager to whom he reports
- Manager, Hr, Admin and Super admin will only create new user
- Lead management
- Change dashboard from fixed option to dynamic based on database data.
- Display total leads in Dashboard
- Dashboard will remain same for all users, Display counts(data) as per user roles
- Admin / Super admin can see all data in leads
- Sales manager can see all leads from his/her team
- Leads only assign to sales executive, not sales manager
- filters for leads will be only on leads page, not on dashboard
- Display lead history on lead details page, option to add comment, followup date, change status
- Leads will be in two sections pre & post booking
- leads will auto assign to sales executive,
- transfer of leads only done from manager
- No delete option for lead at any level any status
- sales executive can only update status of lead with comment and timestamp