Quali Tasks:

1. CRM –

Applications that link between front office (e.g. sales, marketing and customer service) and back office (e.g. financial, operations, logistics and human resources) functions with the company’s customer “touch points” (Fickel, 1999). A company’s touch points can include the Internet, e-mail, sales, direct mail, telemarketing operations, call centers, advertising, fax, pagers

1. Monday.com give all CRM in there web site with this:

Email Marketing, Internal Chat integration, calendar/reminder systems, Marketing automation integration, Task Management

1. Bezek – Hold the data of customers, all customers bills, all customers phone numbers

All customers technical data like technician’s visits,

Marketing and sales process management

Customer service management

Management of telemarketing centers and service centers

1. Salseforce :

complete enterprise platform

Process automation (marketing, sales, customer service, space)

Smooth transition to Lightning Experience

Expertise in implementing CPQ

Implementation of NetSuite ERP and Pardot systems

Rest Api project: CrmResrApi

2 projects in directory api\_crm

A: api\_crm – Django Project

B: crm\_data – hold the objects

Files:

1.Models – 6 objects

Accounts,Department,Product,Opportunities,Contacts,Service

1. serializers.py – 6 serializers of objects in Models.py

3.views.py – include all views of 6 objects

4.urls.py - the links to get 6 objects with rest api

Db.sqlite3 – the data base of the project

TestRestApi.py – examples to test the project

1. The results are in MyRecruiter.py – csv file is myrecuriter.csv
2. The results are in GetCitiesTemperature.py

C:\Baruch\Quali\CrmRestApi\venv\Scripts\python.exe C:/Baruch/Quali/CrmRestApi/GetCitiesTemperature.py

sorted list from coldest to warmest city

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London,GB - 6.74

Madrid,ES - 8.98

Tokyo,JP - 15.32

Addis Ababa,ET - 19.51

Sydney,AU - 24.88