

Lead Scoring Model

Purpose of this Model: The goal is to prioritize leads using our scoring model and provide the top 10 leads.

On the Behalf of the AI/ML team – we will provide you “API”

Deployment Platform: AWS

Instructions for Salesforce Task:

1.Create input fields with the following options:

Title (Dropdown with unique titles)

Country(Dropdown with unique country)

Industry (Dropdown with unique industries)

RevenueRange (Dropdown with revenue ranges)

Technologies (Dropdown with unique value)

Technology Services (Dropdown with unique value)

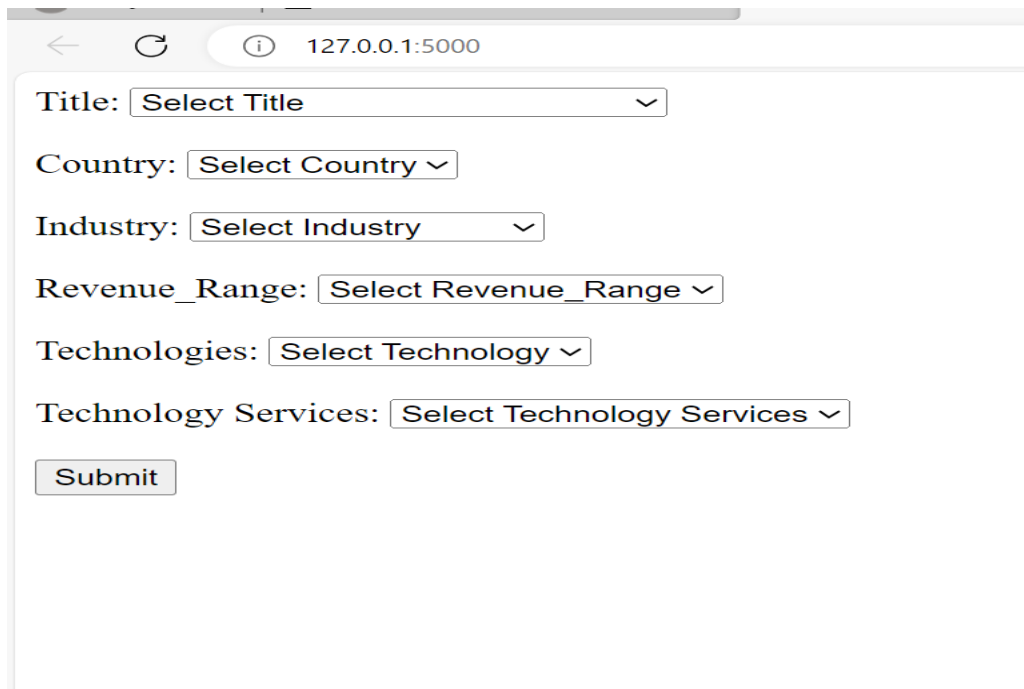
2.Implement validation to ensure that the user enters all required information.

3.Once the user selects options, they will click the "Submit" button.

4.Output Display: The user will see the prioritized leads based on the selected criteria.

INPUT filled

User Interface:



A screenshot of a web browser window displaying a form. The browser's address bar shows the URL '127.0.0.1:5000'. The form contains six dropdown menus, each with a placeholder text 'Select [Field Name]' and a downward arrow icon. The fields are: Title, Country, Industry, Revenue_Range, Technologies, and Technology Services. Below the dropdowns is a 'Submit' button.

Create a DropDown For each field with this data :

Unique Titles: {'Product Manager', 'Data Analyst', 'SVP, Technology', 'Marketing Coordinator', 'Marketing Manager', 'Marketing Director', 'Consultant', 'IT Manager', 'VP, Facilities', 'VP, Production', 'VP, Finance', 'Director of Vendor Relations', 'SVP, Operations', 'VP, Administration', 'Production Manager', 'CEO', 'Sales Manager', 'Financial Analyst', 'Production Supervisor', 'Healthcare Director', 'VP, Technology', 'CTO', 'SVP, Procurement', 'Business Consultant', 'Data Scientist', 'Account Executive', 'SVP, Administration and Finance', 'SVP, Production', 'Senior VP', 'Regional General Manager', 'Finance Manager', 'Healthcare Coordinator', 'Finance Director', 'CFO', 'Healthcare Manager'}

Unique Countries: {'IN', 'USA'}

Unique Industries: {'Consulting', 'Banking', 'Entertainment', 'Engineering', 'Food & Beverage', 'Recreation', 'Hospitality', 'Telecommunications', 'Insurance', 'Machinery', 'Apparel', 'Healthcare', 'Government', 'Not For Profit', 'Transportation', 'Media', 'Other', 'Environmental', 'Construction', 'Energy', 'Manufacturing', 'Technology', 'Biotechnology', 'Retail', 'Chemicals', 'Electronics', 'Utilities', 'Finance', 'Education', 'Shipping', 'Communications'}

Unique Revenue Range: {'4M - 6M', '0 - 500k', '2M - 4M', '500k - 2M'}

Unique Technologies: {'Marketing', 'Financial', 'AI', 'IT Services', 'Manufacturing', 'Healthcare', 'CRM', 'RPA', 'SAP'}

Unique Technology Services: {'Healthcare Data Management', 'Auditing and Assurance', 'Marketing Automation', 'RPA Consulting and Strategy', 'CRM Integration and Customization', 'SAP Implementation and Consulting', 'AI Chatbots and Virtual Assistants', 'Process Optimization and Automation', 'CRM Software Implementation', 'IT Infrastructure Management', 'Process Analysis and Optimization', 'Financial Planning and Analysis', 'Supply Chain Management', 'Healthcare Compliance and Regulations', 'SAP Customization and Development', 'Digital Marketing', 'IT Consulting and Strategy'}

Validate if user not enter any input:

Title:

Cou  Please select an item in the list.

Industry:

Revenue_Range:

Technologies:

Technology Services:

User will selected the option:

Title:

Count

Indust

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Submit

Services

Once, User Select the option ,user will click on the Submit button.

Output show to the user:

127.0.0.1:5000

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Results for User Input:

Title: VP, Finance

Country: IN

Industry: Media

Revenue Range: 4M - 6M

Technology: Manufacturing

Technology Services: Supply Chain Management

Top 10 Hot Leads:

FirstName	LastName	Title	Email	Phone	Country	Company	Industry	AnnualRevenue	NumberOfEmployees	Technology	TechnologyServices	RevenueRange	LeadScoreFinal	LeadCategory
Rani	LIVINGSTONE	SVP, Production	rani@gmail.com	(987) 654-1023	IN	Director & Principal Architect, Data & Corporate Technologies	Healthcare	4568021.0	87	Manufacturing	Supply Chain Management	4M - 6M	100	Hot Lead
Ruby	MACDONALD	CEO	ruby@gmail.com	(768) 432-7867	IN	Director, IT Applications	Manufacturing	4568025.0	45	Manufacturing	Supply Chain Management	4M - 6M	100	Hot Lead
Roux	LOVE	VP, Technology	roux@gmail.com	(789) 456-5645	IN	Director, eCommerce & Platform Engineering	Insurance	4568023.0	70	Manufacturing	Supply Chain Management	4M - 6M	95	Hot Lead
Sarah	Wilson	Account Executive	sarah.wilson@example.com	(789) 456-5645	IN	Vice President, Technology Solutions	Media	4567968.0	50	Marketing	Marketing Automation	4M - 6M	95	Hot Lead
Betty	Bair	Healthcare Coordinator	bblair@abankingco.com	(222) 222-2222	IN	Director, Software Engineering	Apparel	4568005.0	25	Manufacturing	Supply Chain Management	4M - 6M	91	Hot Lead
Jane	Doe	Marketing Director	jane.doe@example.com	(987) 654-3210	IN	XYZ Corporation	Retail	4568273.0	929	Manufacturing	Supply Chain Management	4M - 6M	91	Hot Lead
Rue	MACFARLANE	VP, Finance	rue@gmail.com	(666) 666-6666	IN	Director, Technology	Media	4568036.0	123	Manufacturing	Supply Chain Management	4M - 6M	87	Hot Lead
Norm	May	Healthcare Director	norm_may@greenwich.net	(777) 888-9999	IN	Data Scientist & Technology Manager, IT Data Sciences	Media	4567990.0	100	IT Services	IT Infrastructure Management	4M - 6M	87	Hot Lead
Jada	DONALD	Production Supervisor	jada@gmail.com	(444) 444-4444	IN	Director, Information Technology	Finance	650000.0	40	Manufacturing	Supply Chain Management	500k - 2M	75	Hot Lead
John	Smith	CEO	john.smith@johnson.com	(986) 857-4869	USA	Johnson & Johnson	Recreation	4567894.0	78	Manufacturing	Supply Chain Management	4M - 6M	75	Hot Lead