**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:

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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:**

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**User will selected the option:**

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

Output show to the user:

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