VC Lab Code Challenge

Hello future colleague!

This code challenge is intended to assess your skills at creating a full-stack web application. It will require you to work with data *and* code.

I realize that it takes time to do an intense coding challenge like this one, and there's no guarantee that you'll get the job. So, I just want to say in advance that I appreciate your time! Everybody at VC Lab has committed this time, and we all want to work with other talented people who believe in the company as much as we do. There is no better way for us to determine whether your attitude and skills will meet our high standards. So, once again, I appreciate your time and look forward to seeing and talking to you about your code!

The challenge: **Build a CRM sales funnel.**

- [Download this `.csv` file](#). It represents people and companies in a CRM pipeline.
- Load the *cleaned*, *normalized* data into a database and structure of your choice
- Use **Ruby on Rails,** to build a simple CRM with the following minimum attributes:
    - A sales funnel with each person (prospect) at the indicated stage
    - Ability to move prospects between stages
    - Add/edit/delete people and companies

Expectations

- Create a **private** Github repository and make sure your first commit is a clean, newly generated Rails app. (This makes it easier for us to see what value you've added versus what comes in the default blank slate.)
    - Invite the following users: `@tgig` and `@hi-codeastra`
- Launch a fully functional website, running in your location of choice
- Track the time you spend
- Communicate as much as necessary to answer your questions
- Design/beauty isn't important unless you're a front-end focused dev
- Extra credit for
    - Going beyond the scope of what is required by this outline, which reflects your ability to put yourself in the app user's shoes and create a functional *and* usable (even enjoyable) app.
    - Thoughtfulness about your technical architecture choices which reflects your experience building and maintaining applications
    - React or Rails 7 Hotwire on the front end