

# **CLIENT LEAD MANAGEMENT SYSTEM (MINI CRM)**

## **Internship Task 2**

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Organization: Future Interns

Course/Branch:CSE-Cyber Security

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# PROJECT OVERVIEW

## Introduction

- Developed a Mini CRM system
- Manages client leads from website forms
- Helps track customer interactions
- Stores and organizes lead information
- Improves business workflow efficiency

# PROJECT OBJECTIVES

## Objectives

- Store client lead details
- Track lead status
- Manage follow-ups
- Organize business contacts
- Build real-world business application

# TECHNOLOGIES USED

## Frontend

- HTML
- CSS
- JavaScript

## Backend

- Node.js / Express

## Database

- MongoDB / MySQL

## Tools

- VS Code
- GitHub
- Browser Dev Tools

# SYSTEM FEATURES

## Key Features

- Add new leads
- View lead list
- Update lead status
- Delete leads
- Organized dashboard
- Secure data handling

# SYSTEM WORKFLOW

## Working Process

1. User submits contact form
2. Lead stored in database
3. Admin views leads dashboard
4. Status updated (New / Contacted / Converted)
5. Follow-up tracking

# **DATABASE STRUCTURE**

## **Lead Information Stored**

- Name
- Email
- Phone Number
- Lead Status
- Notes / Follow-ups

Ensures structured data management.

# SCREENSHOTS OF MINI CRM SYSTEM

Premium Client Lead Management System

0 Total Leads    0 New    0 Closed

Add New Lead

Client Name:   
Client Email:   
Status:  Closed

Search by name...

Name	Email	Status	Action
SARADHA PALAKEERTHI	sirishasiri12155@gmail.com	New	<input type="button" value="Delete"/>
VENKAIAH PALAKEERTHI	palakeerthisireesha2@gmail.com	Closed	<input type="button" value="Delete"/>
sireesha palakeerthi	24b01a4652@svecw.edu.in	Contacted	<input type="button" value="Delete"/>

Premium Client Lead Management System

3 Total Leads    1 New    1 Closed

Add New Lead

Client Name:   
Client Email:   
Contacted:

Search by name...

Name	Email	Status	Action
SARADHA PALAKEERTHI	sirishasiri12155@gmail.com	New	<input type="button" value="Delete"/>
VENKAIAH PALAKEERTHI	palakeerthisireesha2@gmail.com	Closed	<input type="button" value="Delete"/>
sireesha palakeerthi	24b01a4652@svecw.edu.in	Contacted	<input type="button" value="Delete"/>

Premium Client Lead Management System

2 Total Leads    1 New    1 Closed

Add New Lead

Client Name:   
Client Email:   
Status:  Closed

Search by name...

Name	Email	Status	Action
SARADHA PALAKEERTHI	sirishasiri12155@gmail.com	New	<input type="button" value="Delete"/>
VENKAIAH PALAKEERTHI	palakeerthisireesha2@gmail.com	Closed	<input type="button" value="Delete"/>

# SLIDE 9 – CHALLENGES & SOLUTIONS

## Challenges

- Managing data flow
- Database connection setup
- Updating lead status dynamically

## Solutions

- Implemented structured backend logic
- Used API routes
- Applied validation techniques

# THANK YOU