

CLIENT LEAD MANAGEMENT SYSTEM (MINI CRM)

Internship Task 2

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Role: Web Development Intern

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

Closed

Add Lead

Search by name...

Name	Email	Status	Action
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Premium Client Lead Management System

3
Total Leads

1
New

1
Closed

Add New Lead

Client Name

Client Email

Contacted

Add Lead

Search by name...

Name	Email	Status	Action
SARADHA PALAKEERTHI	sirishasiri12155@gmail.com	New	Delete
VENKAIAH PALAKEERTHI	palakeerthisireesha2@gmail.com	Closed	Delete
sireesha palakeerthi	24b01a4652@svecw.edu.in	Contacted	Delete

Premium Client Lead Management System

2
Total Leads

1
New

1
Closed

Add New Lead

Client Name

Client Email

Closed

Add Lead

Search by name...

Name	Email	Status	Action
SARADHA PALAKEERTHI	sirishasiri12155@gmail.com	New	Delete
VENKAIAH PALAKEERTHI	palakeerthisireesha2@gmail.com	Closed	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

The background features a light blue gradient with abstract decorative elements. In the top-left corner, there are thin, light blue wavy lines. In the top-right corner, there is a dark blue wavy shape with a white geometric pattern of interconnected triangles. In the bottom-left corner, there is a dark blue wavy shape with a white geometric pattern of interconnected triangles. In the bottom-right corner, there are thin, light blue wavy lines.

THANK YOU