

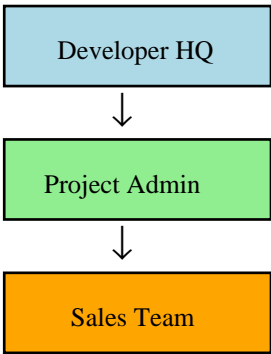
Real Estate CRM - Multi-Level Login DPR

This Detailed Project Report (DPR) outlines the multi-level login architecture for the Real Estate Developer CRM system. It defines hierarchy, role-based access structure, and organizational flow.

1. Role & Access Structure

Role	Access Rights
Developer HQ (Master Login)	- Full visibility across all projects - Create/manage projects - Override any user a
Project Admin (Per Project)	- Full project control - Manage Sales Team logins - Approve negotiations & disc
Sales Team (Merged Role)	- Handle assigned leads - Update customer journey - Raise discount/offer requ

2. Hierarchy & Organizational Flow Diagram



3. Workflow Alignment with Multi-Level Login

The CRM workflow integrates seamlessly with the login hierarchy: - Developer HQ manages multiple projects and oversees overall performance. - Project Admin ensures project-specific sales operations, approvals, and reporting. - Sales Team executes day-to-day sales tasks, manages leads, conducts site visits, and handles bookings, under the supervision of Project Admin.