

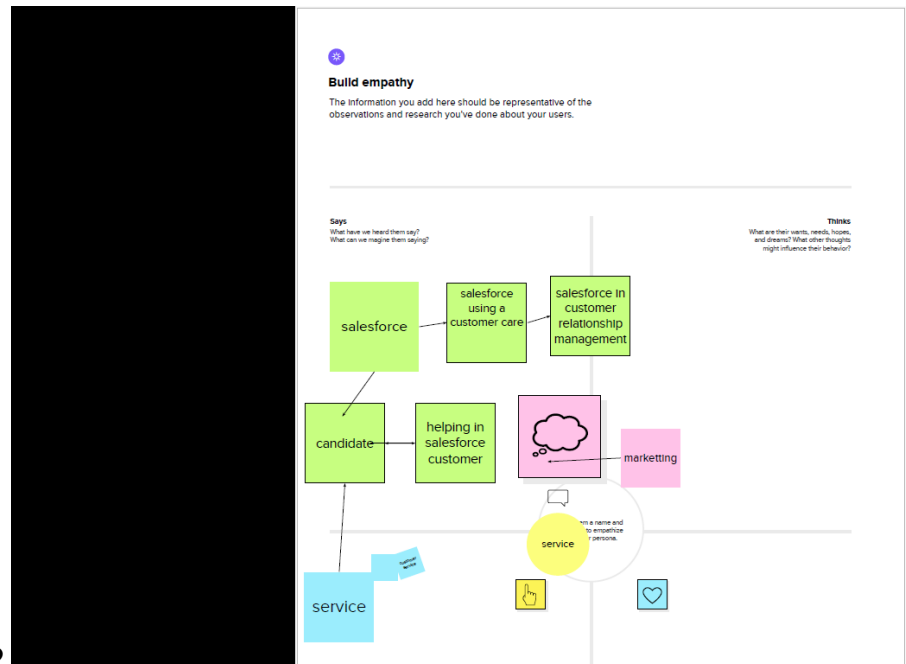
IMPLEMENTING CRM FOR RESULT TRACKING OF A CANDIDATE WITH INTERNAL MARK

1 INTRODUCTION

CRM implementation is the process of [introducing a CRM system](#) to your business. It starts from choosing the right solution for your needs, and ends with actively using it to streamline your business processes. However, maybe that's an overly-simplified account; implementation is a multi-stage process

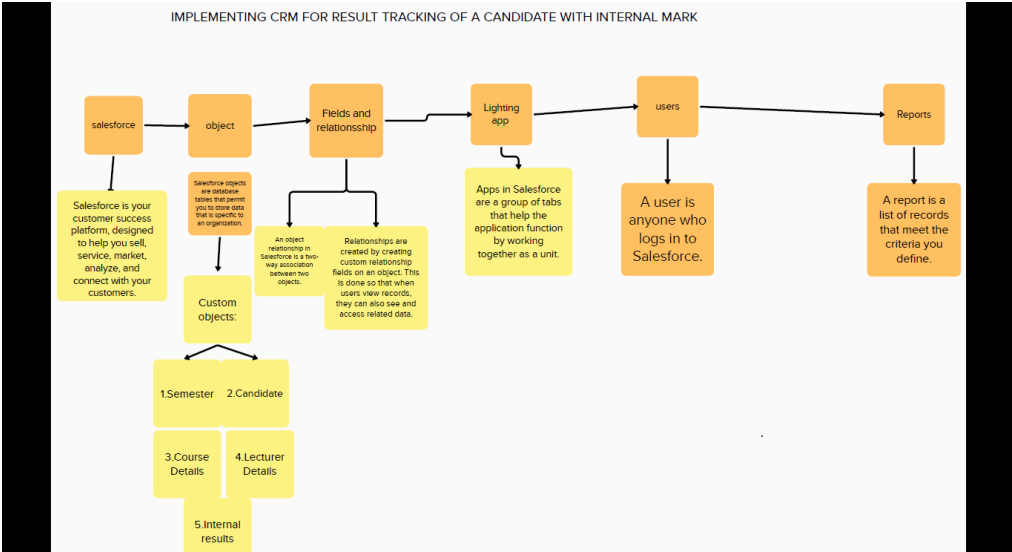
2 Problem Definition & Design Thinking

2.1 Empathy Map



2.2

2.3 Ideation & Brainstorming Map

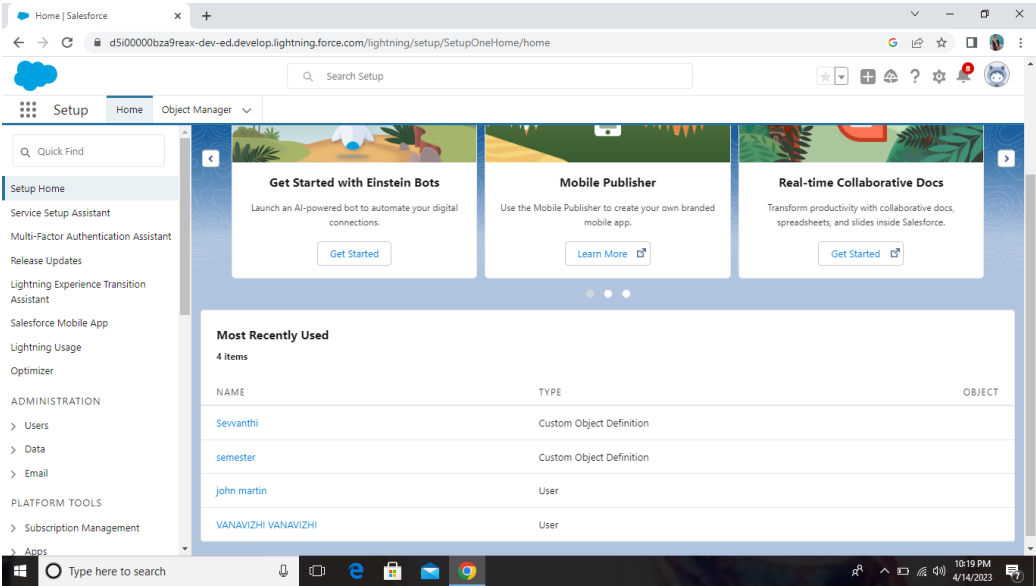


2.4 RESULT

3.1 Data Model:

Object name	Fields in the Object	
obj1	Field label	Data type
	John martin	User
	Vanavizhi Vanavizhi	User
obj2	Field label	Data type
	semester	Custom object definition
	sevvanthi	Custom object definition

3.2 Activity & Screenshot



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4 Trailhead Profile Public URL

Team Lead -

<httpstrailblazer.meidvvanavizhi>

<https://trailblazer.me/id/hgahlot3> Team

Member 1 -

<httpstrailblazer.meidvvanavizhi>

Team Member 2 -

<httpstrailblazer.mei>

[dvvanavizhi](httpstrailblazer.meidvvanavizhi)Team

Member 3 –

<httpstrailblazer.meidvvanavizhi>

5 ADVANTAGES & DISADVANTAGE

The advantages of a business using a CRM system greatly outweigh the disadvantages. However, there are pitfalls. For a CRM system to work, there needs to be buy-in across the organisation and the processes in place to support it. Otherwise, your CRM may end up being an expensive waste of time. Here, we take a look at the strategic pros, cons, and importance of CRM.

6 APPLICATIONS

Increase in productivity and efficiency when hiring – particularly at scale

Better candidate experience through faster scheduling and communication – especially in remote and hybrid work environments

Access to multiple job boards and the ability to manage all applications in a centralized location

Improved employer brand that attracts great candidates

Valuable metrics and reports to improve the hiring process (e.g. HR analytics)

Easier compliance with laws related to recruitment

7 CONCLUSION

Applicant Tracking System for recruiters is a very effective hiring solution that most of the successful recruiters utilize. Because without it, there is a good chance that your process of moving applicants through different stages can become very difficult.

8 FUTURE SCOPE

CRM software Development can turn your business into a powerhouse of sales. Thus, CRM software is no longer essential in fact mandatory for small and medium businesses. Now, you can easily access the CRM software virtually from anywhere and anytime. All you need an internet connection to further the scope of doing your business. So, don't be late and perform the necessities for implementing the CRM software in your business.