

Customer Profile Info

Personal Details

Title	First Name	Last Name	Customer Full Name
MR	Vittal	Saikanth	Vittal Saikanth
Date of Birth (DOB)	Marital Status	Customer ID	Created Date
10 Jun 1993	Single	18444	10 Apr 2022

Status And Assignment Details

Customer Status	Lead Status	Prospect Status	Contact Type
Lead	Sale Closed	Excellent	Channel Partner
Source of Enquiry	Broucher Sent/Given	Visit Card Obtained	Executive Meet Customer
Modi Properties Website	Yes	No	yes
Customer Visited Site	Smart Summary	Prepared By	Assigned To
yes	Lead from Smatbot - Negotiation done for Villa-32 at SOV-phase-I. Sale closed.	Laxmikanth A	Laxmikanth A
Re Assigned To	Remarks		
Madhu Sudan	Expecting huge discount. Taken MD's Sir approval.		

Occupation Details

Bussiness/Occupation Profession	Company Type	Company Name	Designation	Company Address
PVT Employee	PSU	TATA Capital	Manager	Hitech city.

Communication Details

Address		Code	Primary Mobile Number		Email				
Hyderabad,Telangana,India			91-9618587335		vittal.pgp17213@iimkashipur.ac.in				
Work Phone Number		Home Phone Number	Alt mobile Number		Other				

SNo	Address Type	Address Line 1	Address Line 2	Address Line 3	City	State	Country	Pincode	Primary
1	Home - Permanent	16-2-740/75/38, VKD Nagar,	Gaddiannaram		Hyderabad	TG	ind	500060	Yes

SNo	Phone Type	Code	Phone Number	Primary
1	Mobile		8851844566	Yes
1	Mobile		9618587335	No

SNo	Email Type	Email Address	Primary
1	Personal	vittal.pgp17213@iimkashipur.ac.in	Yes

Project Investment & Interest & Visit Details

Purpose		Investment Dtls		Site Visited With		Customer Requirement	
Investment		Insurance Policies and others		Family		3 BHK - Villa	
Projects Visited		Projects Liked		Projects Interested		Discount Expected	
Discount Offered		Queries		Special Requirements		Home Town	
Other Information		About rental value.		Asking for modular kitchen.			
		Decision Makers					
Looking property in gated community.		Family					

Project Name	Block Name	Unit No	Quoted Price	Expected Price	Visited Date	Visited Time	Liked	Visited	Interested	Is Ac
Silver Oak Villas	I				17 Aug 2022		Yes	Yes	Yes	Yes

Customer Calls

Made By	Type Of Call	Call Date	Outcome Of Call	Next Call Date	Next Call Time	Target	Shall Rem
Laxmikanth A	Phone	10 Apr 2022	Other	11 Apr 2022	09:30:00	Other	Yes
Laxmikanth A	Phone	11 Apr 2022	Customer did not picked up the phone	14 Apr 2022	09:30:00	Call back customer to provide further details	Yes
Nagarjuna M.	Phone	25 Apr 2022	Customer not available in this number	29 Apr 2022	05:30:00	To check his phone is working	Yes
Nagarjuna M.	Phone	29 Apr 2022	Other	05 May 2022	03:30:00	Casual site visit.	Yes
Madhu Sudan	Phone	10 May 2022	Once again site visit with his family to select Villa / Flat	14 May 2022	09:30:00	Call back customer to provide further details	Yes
Madhu Sudan	Phone	15 May 2022	Customer did not picked up the phone	16 May 2022	09:30:00	Site visit with his family members.	Yes
Madhu Sudan	Phone	18 May 2022	Customer did not picked up the phone	23 May 2022	09:30:00	Call back customer to provide further details	Yes
Madhu Sudan	Phone	24 May 2022	Customer did not picked up the phone	30 May 2022	09:30:00	Call back customer to provide further details	Yes
Madhu Sudan	Phone	02 Jun 2022	Prices are very high.	02 Jun 2022	09:30:00	Waiting for customer final decision.	No
Madhu Sudan	Phone	13 Aug 2022	Want to meet the manager for discount	16 Aug 2022	09:30:00	Waiting for customer final decision.	Yes
Madhu Sudan	Site Visit	17 Aug 2022	Expecting huge discount	17 Aug 2022	11:30:00	To fix an appointment with manager.	No

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