

Customer Information Sheet

ID : 97879 Old CIS No : CIS Date : 08-12-2019
Prepared By : Naveena / Assigned To : Naveena / Reassigned
To : Naveena

Customer Name And Address

K. Chandra Sekhar Bhatt
Musheerabad, Hyderabad.

Company SBI
Business Banking
Designation Regional Manager
Home Phone
Work Phone
Mobile 9963100961
Fax
Email bhatt.kcs1@gmail.com

For Project
Mayflower Platinum

Projects Visited
MPL

Projects Liked
MPL

Interested In
B-902 (4bhk flat).

Enquiry Source
Exhibition

Enquiry Type
Phone Call

Lead Status
Sale Closed

Prospect Status
Excellent

Brochure Sent
Yes

Executive Meet Customer
Yes

Visiting Card
No

Customer Visit Site
Yes

Company Type
Govt

Spouse Company
SBI

Purpose
Self Use

Investment Details
Insurance policies and other

Housing Loan Required
Yes

Amount Required

Pre-sanctioned Obtained
No

Referred To Bank
No

Discount Expected

Discount Offered

Site Visit With
Family

Bank Name
SBI

Customer Requirement
4BHK

Home Town
Hyderabad

Other Info
Looking property in gated community.

Decesion Makers
Family

Company Address
Banjara Hills

Company Details
Banking

Smart Text

Looking 4bhk 2140 sft. Want to visit again with his wife. Visited with his wife and negotiation done for B-902 (2140 sft).
Customer requested Mr. Ashok to come his residence to collect cheque for B-902 (4bhk).

Customer Query

Any special discount for SBI employees?

Customer Special Requirments

Remarks

Looking 4bhk 2140 sft. Want to visit again with his wife. Visited with his wife and negotiation done for B-902 (2140 sft).
Customer requested Mr. Ashok to come his residence to collect cheque for B-902 (4bhk).

Call/Entry Date

Call Details

Call Type : NA

08-12-2019 Call Made By :

OutCome Of Call :

Next Call Date : 09-12-2019

Target Of Call : first call detail to be entered

09-12-2019

Call Made By : Naveena

Call Type : Site Visit

09-12-2019

OutCome Of Call : Said want to visit with his wife by week end.

Next Call Date : 14-12-2019

Target Of Call : Give a reminder call for site visit with his wife to select 4bhk.

14-12-2019

Call Made By : Naveena

Call Type : Site Visit

14-12-2019

OutCome Of Call : Visited with his wife and selected B-902.

Next Call Date : 19-12-2019

Target Of Call : Coming for closing B-902 (2140 sft).

19-12-2019

Call Made By : Naveena

Call Type : Meeting

18-12-2019

OutCome Of Call : Customer requested Mr.Ashok to come his residence to close B-902 flat.

Next Call Date : 19-12-2019

Target Of Call : Cheque collected for B-902 (4bhk). Sale closed.