

Customer Information Sheet

ID : 98748 Old CIS No : CIS Date : 03-01-2020		Company Airbus	
Prepared By : Naveena / Assigned To : Naveena / Reassigned To : Naveena		Business	
Customer Name And Address K.Kiran Kumar/Anisha Harmony Heights, Secunderabad.		Designation Engineer	
		Home Phone	
		Work Phone	
		Mobile 9493409246/9885331440	
		Fax	
		Email kapurapu.kiran@gmail.com	
For Project Mayflower Platinum	Projects Visited MPL	Projects Liked MPL	Interested In B-804 (1800 sft)
Enquiry Source Reference	Enquiry Type Walk-in	Lead Status SaleClosed	Prospect Status Excellant
Brochure Sent Yes	Executive Meet Customer Yes	Visiting Card No	Customer Visit Site Yes
Company Type MNC	Spouce Company Govt-GENCO	Purpose Self Use	Investment Details Insurance policies and other
Housing Loan Required Yes	Amount Required	Pre-sanctioned Obtained No	Reffered To Bank No
Discount Expected	Discount Offered	Site Visit With Wife	Bank Name SBI
Customer Requirment 3BHK	Home Town Hyderabad	Other Info Looking property near to his in-laws residence Mayflower Grande.	Decesion Makers Family
Company Address France		Company Details aerospace sector	
Smart Text			
Ref given by Mr. Sujit Penugonda (MFG-E-903). Selected B-804 and coming for negotiation. Negotiation done and cheque collected for B-804.			
Customer Query			
About municipal water supply?			
Customer Special Requirments			
Required 3bhk flat near to his in-laws place (MFG).			
Remarks			
Ref given by Mr. Sujit Penugonda (MFG-E-903). Selected B-804 and coming for negotiation. Negotiation done and cheque collected for B-804.			
Call/Entry Date	Call Details		
03-01-2020	Call Made By : Call Type : NA		
03-01-2020	OutCome Of Call : Next Call Date : 04-01-2020 Target Of Call : first call detail to be entered		
03-01-2020	Call Made By : Naveena Call Type : Site Visit		
03-01-2020	OutCome Of Call : Selected B-804 and expecting best discount. Next Call Date : 06-01-2020 Target Of Call : Give a reminder call and fix appointment for B-804 negotiation.		
07-01-2020	Call Made By : Naveena Call Type : Site Visit		
06-01-2020	OutCome Of Call : Expecting more discount for B-804 (1800 sft). Next Call Date : 09-01-2020 Target Of Call : Convince for site visit to close B-804.		
09-01-2020	Call Made By : Naveena Call Type : Site Visit		
08-01-2020	OutCome Of Call : Negotiation done for B-804. Next Call Date : 09-01-2020		