

## Customer Information Sheet

|                                                                                                                       |                                                  |                                     |                                               |
|-----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|-------------------------------------|-----------------------------------------------|
| ID : 96414    Old CIS No :    CIS Date : 14-09-2019                                                                   |                                                  | Company : Pharma Engineers          |                                               |
| Prepared By : Srikanth / Assigned To : Srikanth / Reassigned To : Srikanth                                            |                                                  | Business : Air Conditioning         |                                               |
| Customer Name And Address<br><br>K. Pulla Reddy<br>H.No. 102, Padmavathi Plaza, Tirumala Nagar, Moulali, H.B. Colony. |                                                  | Designation : MD                    |                                               |
|                                                                                                                       |                                                  | Home Phone :                        |                                               |
|                                                                                                                       |                                                  | Work Phone : 04027261113            |                                               |
|                                                                                                                       |                                                  | Mobile : 9908202658                 |                                               |
|                                                                                                                       |                                                  | Fax : 04027261117                   |                                               |
|                                                                                                                       |                                                  | Email : pr@pharmaengineers.com      |                                               |
| For Project<br>Gulmohar Residency                                                                                     | Projects Visited<br>GMR,MFG,MFP                  | Projects Liked<br>GMR               | Interested In<br>gmr                          |
| Enquiry Source<br>Hoarding board                                                                                      | Enquiry Type<br>Walk-in                          | Lead Status<br>Active               | Prospect Status<br>Excellant                  |
| Brochure Sent<br>Yes                                                                                                  | Executive Meet Customer<br>Yes                   | Visiting Card<br>Yes                | Customer Visit Site<br>Yes                    |
| Company Type<br>SB(<5cr)                                                                                              | Spouce Company<br>house wife                     | Purpose<br>Self Use                 | Investment Details<br>Owns a House in Moulali |
| Housing Loan Required<br>Yes                                                                                          | Amount Required<br>80%                           | Pre-sanctioned Obtained<br>No       | Reffered To Bank<br>No                        |
| Discount Expected<br>300                                                                                              | Discount Offered<br>100                          | Site Visit With<br>Alone            | Bank Name                                     |
| Customer Requirment<br>3BHK                                                                                           | Home Town<br>Hyderabad                           | Other Info                          | Decesion Makers<br>Self                       |
| Company Address<br>IDA, Cherllapally                                                                                  |                                                  | Company Details<br>Air Conditioning |                                               |
| Smart Text                                                                                                            |                                                  |                                     |                                               |
| Interested in B-306.                                                                                                  |                                                  |                                     |                                               |
| Customer Query                                                                                                        |                                                  |                                     |                                               |
| Can the door be shifted to North East.                                                                                |                                                  |                                     |                                               |
| Customer Special Requirments                                                                                          |                                                  |                                     |                                               |
| Remarks                                                                                                               |                                                  |                                     |                                               |
| He came alone, and shown interest in B-306, will confirm by end of day.                                               |                                                  |                                     |                                               |
| Call/Entry Date                                                                                                       | Call Details                                     |                                     |                                               |
| 14-09-2019                                                                                                            | Call Made By :                                   |                                     |                                               |
| 15-09-2019                                                                                                            | OutCome Of Call :                                |                                     |                                               |
|                                                                                                                       | Next Call Date : 16-09-2019                      |                                     |                                               |
|                                                                                                                       | Target Of Call : first call detail to be entered |                                     |                                               |