

### Customer Profile Info

#### Personal Details

| Title               | First Name     | Last Name   | Customer Full Name |
|---------------------|----------------|-------------|--------------------|
| MR                  | Pitla Sriram   | Vinod       | Pitla Sriram Vinod |
| Date of Birth (DOB) | Marital Status | Customer ID | Created Date       |
|                     | Single         | 8089        | 27 Feb 2021        |

#### Status And Assignment Details

| Customer Status       | Lead Status         | Prospect Status     | Contact Type            |
|-----------------------|---------------------|---------------------|-------------------------|
| Lead                  | Active              | Good                | Phone Call              |
| Source of Enquiry     | Broucher Sent/Given | Visit Card Obtained | Executive Meet Customer |
| Reference             |                     | No                  | yes                     |
| Customer Visited Site | Smart Summary       | Prepared By         | Assigned To             |
| yes                   | 2bhk West           | Suresh M            | Suresh M                |
| Re Assigned To        | Remarks             |                     |                         |
| Suresh M              | 504 interested      |                     |                         |

#### Occupation Details

| Bussiness/Occupation Profession | Company Type | Company Name | Designation | Company Address |
|---------------------------------|--------------|--------------|-------------|-----------------|
|                                 | MNC          | Daicel       | Executive   | IKP             |

#### Communication Details

| Address           |              |                | Code              |                | Primary Mobile Number |       |         | Email   |         |
|-------------------|--------------|----------------|-------------------|----------------|-----------------------|-------|---------|---------|---------|
| 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 |
| No Entries        |              |                |                   |                |                       |       |         |         |         |
| SNo               | Phone Type   |                | Code              | Phone Number   |                       |       |         | Primary |         |
| 1                 |              |                |                   | 7207763698     |                       |       |         | Yes     |         |
| SNo               | Email Type   |                | Email Address     |                |                       |       | Primary |         |         |
| No Entries        |              |                |                   |                |                       |       |         |         |         |

#### Project Investment & Interest & Visit Details

| Purpose  | Investment Dtls | Site Visited With | Customer Requirement |
|----------|-----------------|-------------------|----------------------|
| Self Use |                 | Family            |                      |

|                   |            |         |                 |                |                      |              |       |                      |            |           |
|-------------------|------------|---------|-----------------|----------------|----------------------|--------------|-------|----------------------|------------|-----------|
| Purpose           |            |         | Investment Dtls |                | Site Visited With    |              |       | Customer Requirement |            |           |
| Projects Visited  |            |         | Projects Liked  |                | Projects Interested  |              |       | Discount Expected    |            |           |
| Discount Offered  |            |         | Queries         |                | Special Requirements |              |       | Home Town            |            |           |
| Other Information |            |         | Decision Makers |                |                      |              |       |                      |            |           |
|                   |            |         | Self            |                |                      |              |       |                      |            |           |
| Project Name      | Block Name | Unit No | Quoted Price    | Expected Price | Visited Date         | Visited Time | Liked | Visited              | Interested | Is Active |
| No Entries        |            |         |                 |                |                      |              |       |                      |            |           |

**Customer Calls**

| <b>Made By</b> | <b>Type Of Call</b> | <b>Call Date</b> | <b>Outcome Of Call</b> | <b>Next Call Date</b> | <b>Next Call Time</b> | <b>Target</b> | <b>Shall Remind</b> |
|----------------|---------------------|------------------|------------------------|-----------------------|-----------------------|---------------|---------------------|
| Suresh M       |                     | 27 Feb 2021      | Other                  | 28 Feb 2021           | 09:30:00              | Other         | Yes                 |
| Suresh M       | Phone               | 28 Feb 2021      | Other                  | 28 Feb 2021           | 09:30:00              | Other         | Yes                 |

\*\*\* The End \*\*\*