



CUSTOMER RELATIONSHIP MANAGEMENT SOFTWARE

- 01. Contact Management:**

This feature allows users to store and manage contact information, such as names, addresses, phone numbers, and email addresses. Users can also add notes, attach files, and track communication history with each contact.
- 02. Lead Management:**

Helps users identify, track, and manage leads, from the initial point of contact to conversion into a customer. This feature allows sales teams to prioritize leads, track their progress through the sales funnel, and take appropriate actions to convert them into customers.
- 03. Sales Forecasting and Analytics:**

Provides insights into sales performance and trends by analyzing data related to customer interactions, sales activities, and revenue. These insights can help organizations make informed decisions and improve their sales strategies.
- 04. Email Integration:**

Integration with popular email platforms, allowing users to send, receive, and track emails directly within the CRM application. This integration enables users to keep all communication history in one place, improving visibility and organization.
- 05. Task and Calendar Management:**

These tools help users manage tasks and appointments. This feature enables users to create and assign tasks, set deadlines, and sync calendars with other team members to ensure efficient coordination and communication.
- 06. Marketing Automation:**

Marketing automation tools allow businesses to design, execute, and track marketing campaigns. These tools can help segment customer lists, create and send targeted emails, and measure the success of marketing efforts.
- 07. Customer Service and Support:**

Helps businesses manage customer support and service activities, such as tracking support tickets, managing service contracts, and monitoring customer satisfaction. These features help improve response times and overall customer experience.
- 08. Integration with Third-Party Apps:**

Integrates with other software applications, such as accounting, e-commerce, or financial tools, to provide a seamless workflow across multiple aspects of a business.
- 09. Customization and Scalability:**

Customization options to tailor the system to an organization's specific needs. Additionally, Trendsic CRM can scale as a business grows, ensuring that the software remains relevant and useful over time.
- 10. Mobile Access:**

The Trendsic CRM platform provides mobile-optimized forms, allowing users to access and manage customer information on the go.



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