



The
world's  Favorite
CRM

Trusted by
more than
250,000
businesses
worldwide



CRM that makes

sales teams
more productive,

managers
more effective,

and executives
more informed.

Lead Management

Capture leads, automate lead scoring, identify which leads will convert, and follow up with detailed contact information.

Canvas View:

Hot Leads ▾

Edit



AUG 15, 2022



Emma Kortemanl / Lost Lead

emma@sketlesdevelopers.com / +31481350370 / +31619176069

Support & Information manager / Sketles Developers / Small/Medium Enterprise

Jacob Luluwao

Jan 7, 2022 03:29 AM



AUG 22, 2022



Ercole Dellucci / Not Contacted

ercole@starlabbs.com / +390322 6879836 / +390332 4615406

Manager - Customer outreach / Star Labs / IT Services

Amelia Burrows

Oct 4, 2022 06:59 AM



AUG 9, 2022



Thomas Gibson / Contact in Future

thomas@initechh.com / +1910-465-8938 / +1910-465-5872

CEO / Initech / ERP

Amelia Burrows

Oct 4, 2022 07:09 AM



AUG 9, 2022



Kyla Miller / New

kyla@livelife.com / +1303-321-2945 / +1709-787-8761

Support & Information manager / Sketles Developers / Small/Medium Enterprise

Joane Lee

Oct 4, 2022 10:29 AM



Placeholder for name and status

Placeholder for email and phone numbers

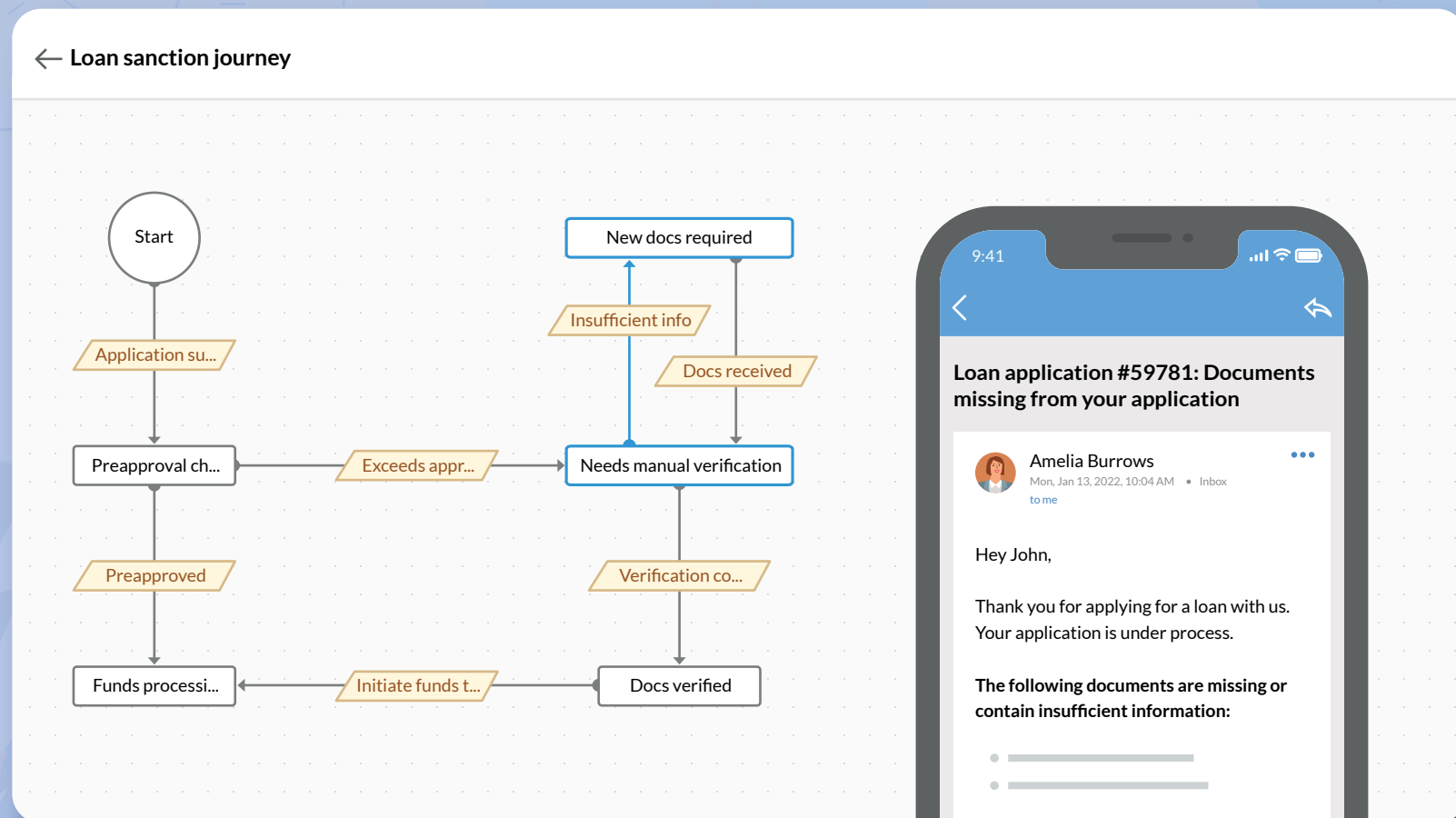
Placeholder for company and role



Placeholder for name and status

Journey Orchestration

Create personalized customer journeys and provide your customers with a seamless brand experience that really connects with them.



Omnichannel Communication

Connect with customers and prospects in real-time over email, phone calls, social media, and customer portals.

Telephony



Melinda Anderson

Calling...

ANSWER



Melinda Anderson

Ventura Capitalists

Open Deal ^

180 Widgets - \$18,000,00

Deal Owner	Amella Burrows
Stage	Proposal/Quote
Probability (%)	75
Expected Revenue	\$13,500,00
Closing Date	2022-07-29

Live Chat



Chloe Reese

Apex Corp, \$ 38,000,00

Pages Visited 5 Pages ⌚10:23
now in Pricing page

Days Visited	Last Visited
4	Yesterday



Visitor 80578
United Kingdom

Pages Visited 2 Pages ⌚10:14
now in Contact page

Days Visited	Last Visited
4	Today



Jack Brown
United States

Email

Email Status

sent
in the last 2 days

and status is

- ☐ opened
- ☐ not opened
- ☐ bounced
- ☒ opened and not replied

Social



Lini Evans

@Levans

San Francisco, CA

☐ Add as Lead ☒ Add as Contact

Layout Standard

Account Name Betacry Inc

First Name Lini


Last Name Evans

Email lini.es@bet.com


Owner Michelle Brown

Predictive Sales and Intelligence

Zia, an AI-powered sales assistant comes in-built with Zoho CRM, to help you manage your CRM data efficiently, and stay on top of every activity.


 How can I help?

Get me the number of leads created this month by source

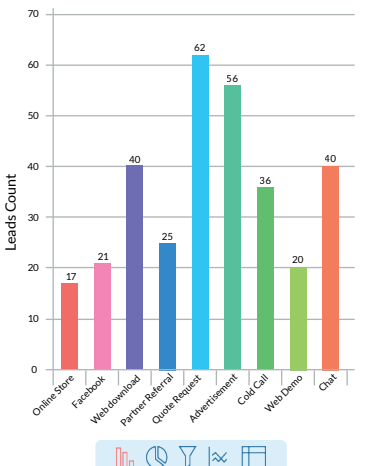



LEAD SOURCE	LEADS COUNT
Online Store	17
Facebook	21
Web Download	40
Partner Referral	25
Quote Request	62
Advertisement	56
Cold Call	36


Type Here... (ex: Leads created this week)

 How can I help?


Get me the number of leads created this month by source, as a chart



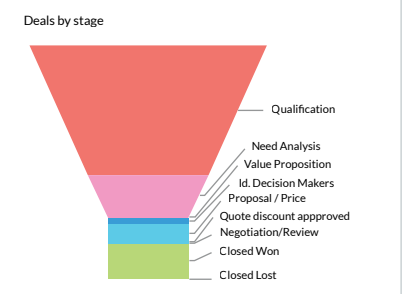

Type Here... (ex: Leads created this week)

 How can I help?

What is the revenue this month?

REVENUE THIS MONTH
\$400,000

Show me the Deals by each stage



Type Here... (ex: Leads created this week)

Customization

A truly customizable and fully extensible solution that can be modified as needed to fit your unique business needs.

The screenshot displays the Zoho CRM customization interface for the Deals module. On the left, a sidebar lists modules: SalesInbox, Leads, Deals (highlighted with a hand icon), Contacts, and Accounts. The main area is titled 'Deals' and includes a 'Standard' dropdown and 'Cancel', 'Save and Close', and 'Save' buttons. A 'New Fields' panel on the left lists various field types: Single Line, Multi-Line, Email, Phone, Pick List, Multi-Select, Date, Date/Time, 123 Number, Auto-Number, \$ Currency, .00 Decimal, % Percent, 9...9 Long Integer, Checkbox, URL, Lookup, fx Formula, Subform, and NEW SECTION. An arrow points from the 'Multi-Line' field type to the 'Product Code' field in the 'Product Information' section. The 'Product Information' section includes fields: Product Owner (Lookup), Product Code (Single Line, highlighted with a hand icon), Product Active (checkbox), Product Category (Option 1 v), Sales End Date (Date), Support End Date (Date), and Modified By (Single Line). A 'Preview' button is visible. At the bottom, it shows 'Unused Fields > 23' and 'Custom Fields Left: 301'.

← Deals Standard Cancel Save and Close Save

Modules Tab Groups Web Tabs

Search

DISPLAYED IN TABS AS MODULE NAME

SalesInbox SalesInbox

Leads Leads

Deals Deals

Contacts Contacts

Accounts Accounts

New Fields

Single Line Multi-Line

Email Phone

Pick List Multi-Select

Date Date/Time

123 Number Auto-Number

\$ Currency .00 Decimal

% Percent 9...9 Long Integer

Checkbox URL

Lookup fx Formula

Subform

NEW SECTION

Unused Fields > 23

Custom Fields Left: 301

CREATE

Product Information

Product Owner Lookup

Product Code Single Line

Product Active

Product Category Option 1 v

Sales End Date Date

Support End Date Date

Modified By Single Line

Preview

zoho.com/crm

Canvas for Zoho CRM

Canvas is the industry's first no-code CRM design studio, where you can redesign the user interface of Zoho CRM to suit your requirements and style.

The screenshot displays a Zoho CRM contact profile for Mrs. Melinda Anderson. The interface is customized using the Canvas design studio, featuring a dark blue header with a navigation bar and a sidebar. The main content area is divided into sections for Properties, Deals, and Invited Meetings.

Contact Profile: Mrs. Melinda Anderson (BPdone +)

Properties:

Property Name	Builder Name	Project Status	Base Price per Sq.ft
GOLDEN EAGLE COTTAGE Individual house	Eagle	Completed	\$211,600.00
AZURE CRESCENT VILLA Villa	Crescent	Construction	\$342,000.00
BLITHE AUTUMN Apartments	Autumn	Completed	\$130,000.00

Deals:

Deal Name	Amount	Stage	Probability(%)
SOUTH DEAL	\$216,700.00	Proposal/Price Quote	62
GUEST LISTING PACKAGE	\$542,000.00		

Invited Meetings:

Meeting Name	Host	Status	From
NEGOTIATION 3	Dusan Messi	Not Started	09/09/2022 09:00 PM
NEGOTIATION 3	Dusan Messi		

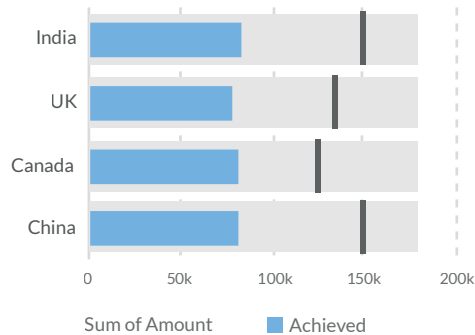
Before

After

Reports and Dashboards

Accelerate your business with a powerful analytics tool that paints a picture of your past, current and future performance.

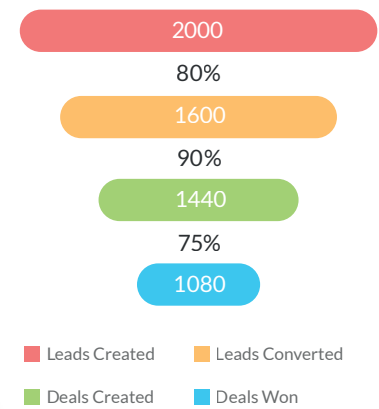
Global Sales 2022



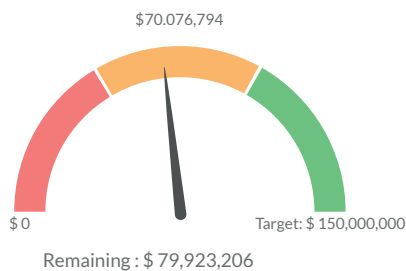
Industry-wise comparator

	Finance	Retail	Insurance
Deals won	62 47.6%	206 42.1%	230 198.7%
Deals open	296 0.3%	823 10.9%	617 37.1%
Deals lost	42 28.8%	114 38%	104 30.2%

Lead conversion analytics



Asia target



Europe Sales 2022

1. Poland	\$6,271.674
2. France	\$4,225.827
3. Spain	\$3,551.238
4. Germany	\$2,960.810
5. Netherlands	\$2,574.661
6. Italy	\$2,276.754

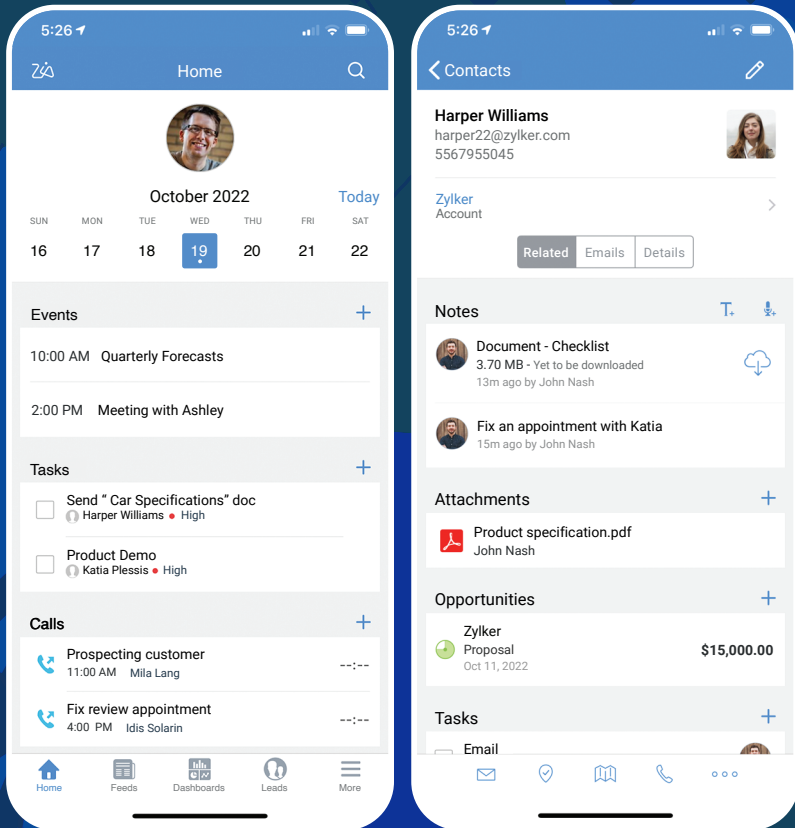
Revenue this month

\$107,509.00 ▲284.6%

Last year: \$27,952.00

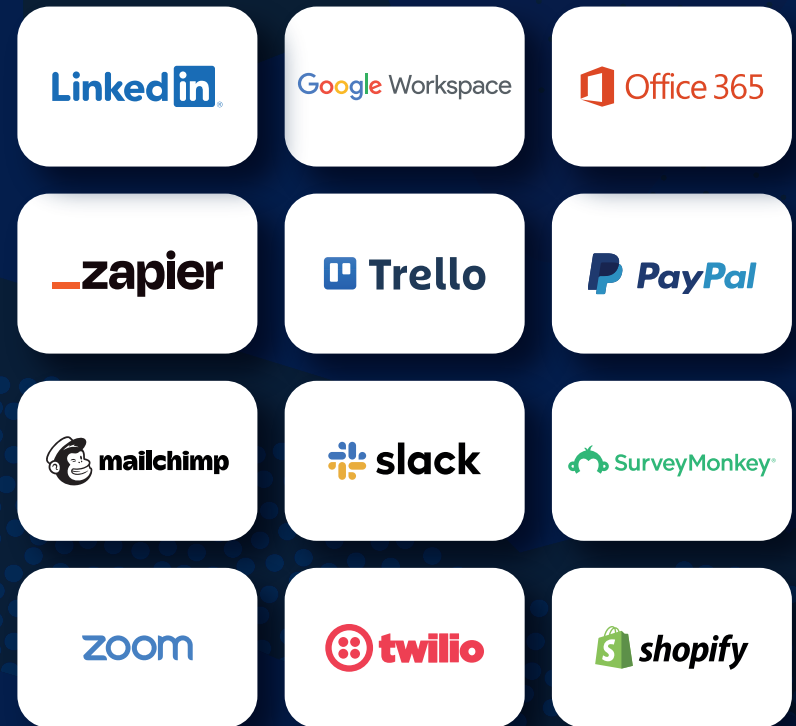
Fully mobile

Stay on top of your business wherever you go with Zoho CRM mobile apps.



Integrations

500+ native integrations with top business apps.





Mail Us:
sales@zohocorp.com

Call Us:
1800 103 1123 / 1800 572 3535

Website:
zoho.com/crm