



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:

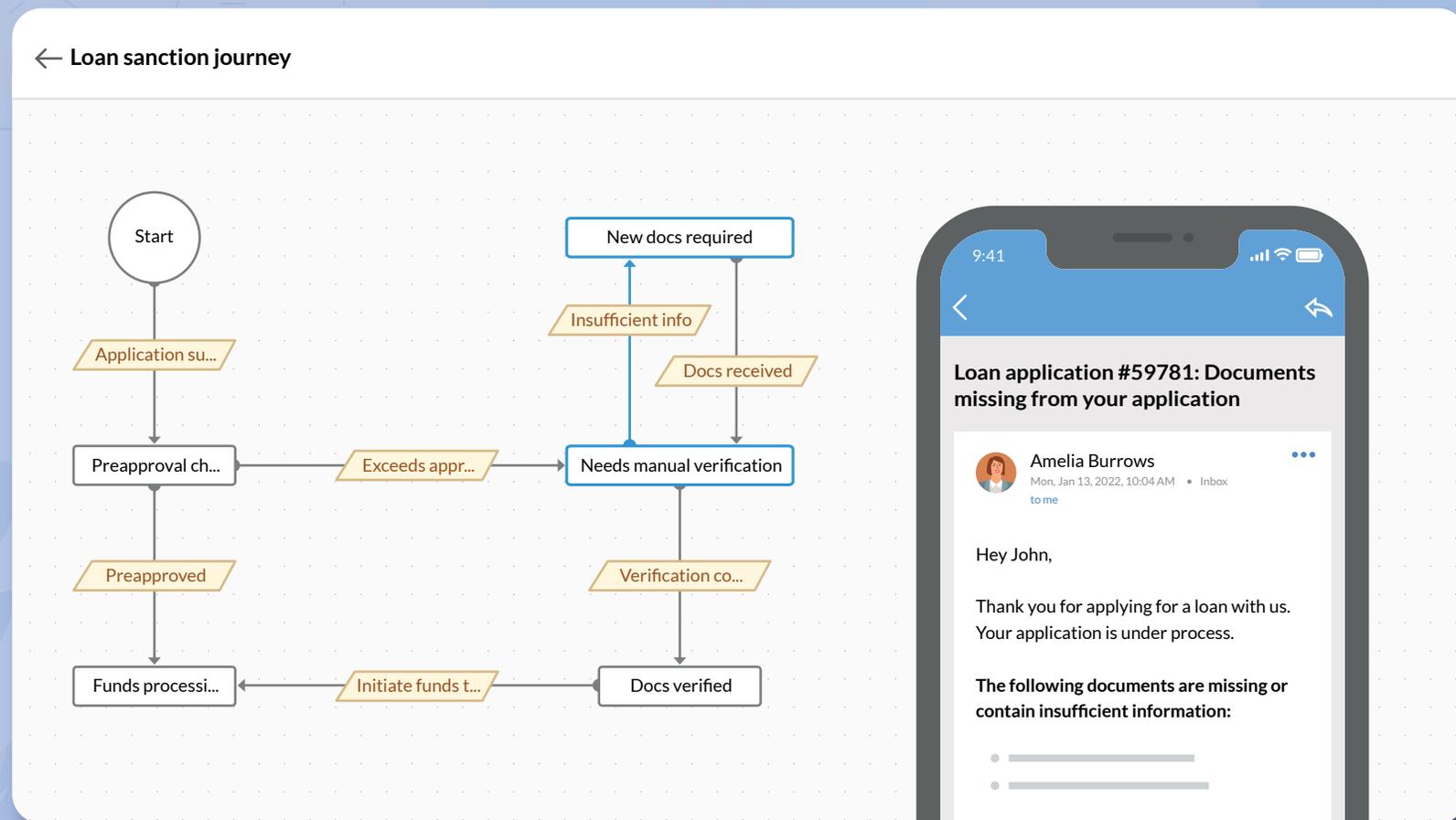
Hot Leads ▾

Edit

- AUG 15, 2022  **Emma Kortemanl** / Lost Lead Jacob Luluwao
emma@sketlesdevelopers.com / +31481350370 / +31619176069
Support & Information manager / Sketles Developers / Small/Medium Enterprise
Jan 7, 2022 03:29 AM
- AUG 22, 2022  **Ercole Dellucci** / Not Contacted Amelia Burrows
ercole@starlabbs.com / +390322 6879836 / +390332 4615406
Manager - Customer outreach / Star Labs / IT Services
Oct 4, 2022 06:59 AM
- AUG 9, 2022  **Thomas Gibson** / Contact in Future Amelia Burrows
thomas@initechh.com / +1910-465-8938 / +1910-465-5872
CEO / Initech / ERP
Oct 4, 2022 07:09 AM
- AUG 9, 2022  **Kyla Miller** / New Joane Lee
kyla@livelife.com / +1303-321-2945 / +1709-787-8761
Support & Information manager / Sketles Developers / Small/Medium Enterprise
Oct 4, 2022 10:29 AM
- 

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

Email

Email Status

sent

in the last days

and status is

- opened
- not opened
- bounced
- opened and not replied

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

Social

 **Lini Evans**
@Levans
San Francisco, CA

Add as Lead Add as Contact

Layout

Account Name

First Name

Last Name

Email

Owner

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

Zia

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

Zia

Source	Leads Count
Online Store	17
Facebook	21
Web Download	40
Partner Referral	25
Quote Request	62
Advertisement	56
Cold Call	36
Web Demo	20
Chat	40

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

How can I help?

What is the revenue this month?

Zia

REVENUE THIS MONTH
\$400,000

Show me the Deals by each stage

Zia

Deals by stage

- Qualification
- Need Analysis
- Value Proposition
- Id. Decision Makers
- Proposal / Price
- Quote discount approved
- Negotiation/Review
- Closed Won
- Closed Lost

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.

← 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

Preview

Product Information

Product Owner	Lookup	...
Product Code	Single Line	...
Product Active	<input type="checkbox"/>	...
Product Category	Option 1 v	...
Sales End Date	Date	...
Support End Date	Date	...
Modified By	Single Line	...

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 with a dark blue header and a clean, organized layout. The contact information is on the left, and the main content area is divided into several sections: Properties, Deals, and Invited Meetings. The Properties section features three property listings with images and key details. The Deals section shows a table of deals, and the Invited Meetings section lists upcoming meetings.

Contact Information:

- Name: Mrs. Melinda Anderson
- Title: Strategy Associate
- Email: melindanders...
- Phone: (202) 416-...
- Contact Owner: Dusan Messi
- Description: From Partner...
- Territories: Manager Assi...

Properties:

Property Name	Builder Name	Project Status	Base Price per Sq.ft	Total Price
GOLDEN EAGLE COTTAGE Individual house	Eagle	Completed	\$ 92.00	\$211,600.00
AZURE CRESCENT VILLA Villa	Crescent	Construction	\$ 180.00	\$ 342,000.00
BLITHE AUTUMN Apartments	Autumn	Completed	\$ 110.00	\$ 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		

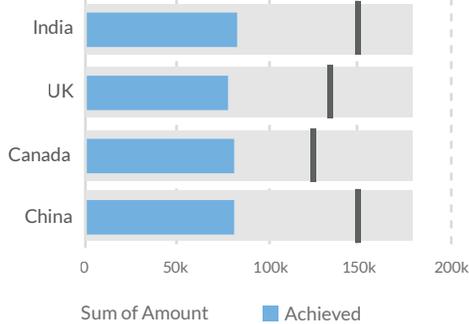
Before

After

Reports and Dashboards

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

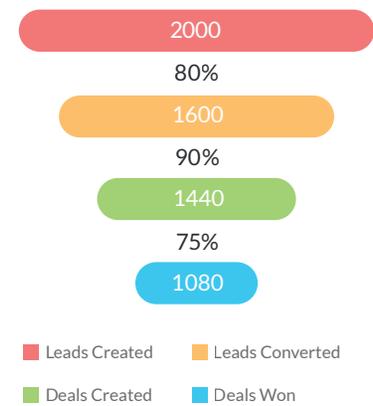
Global Sales 2022



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

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

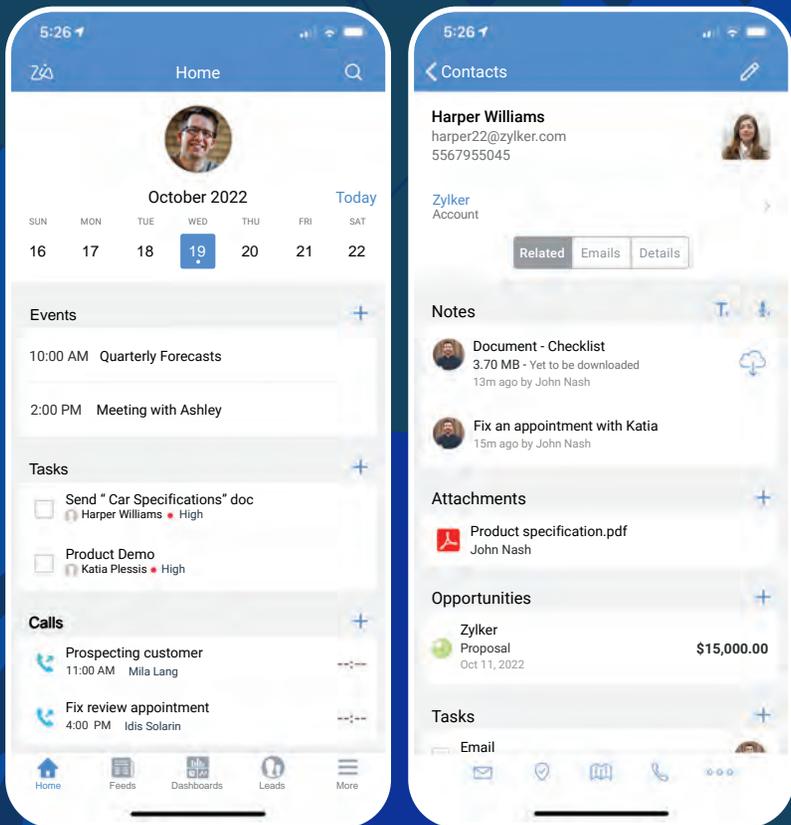
Revenue this month

\$107,509.00 284.6%

Last year: \$27,952.00

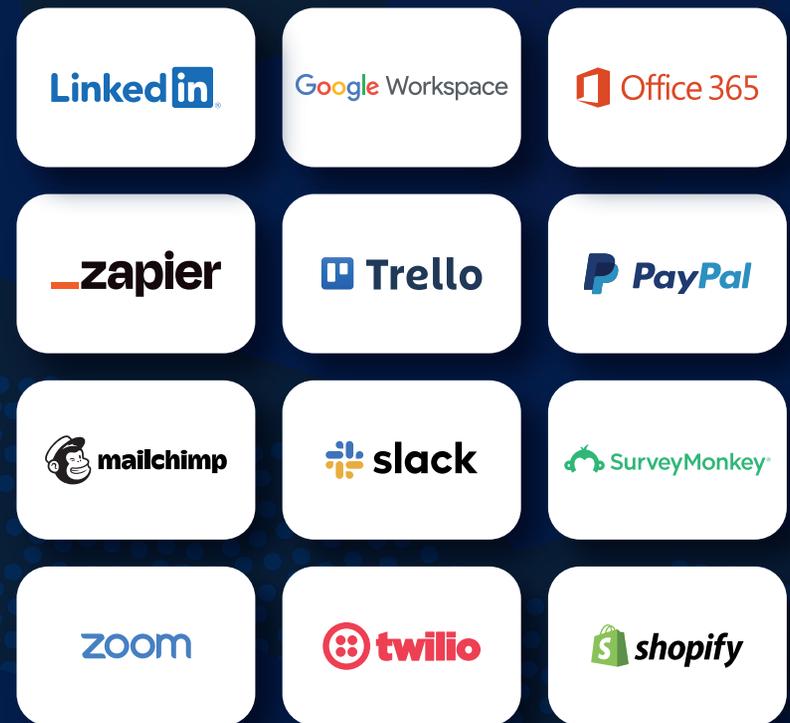
Fully mobile

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



Integrations

500+ native integrations with top business apps.





Email Us:
hello@arisesolutions.co.nz

Call Us:
+64 3 977 7222

Website:
arisesolutions.co.nz/zoho-crm