

Fireside Chat | **[CRM]**

How to Optimise Customer-Relationship Management (CRM) to Harness Customer Insights and Boost Sales?



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**What comes to mind when you think of CRM?
(Within 3 words)**

① Start presenting to display the poll results on this slide.

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Question 1

How do we leverage customer data to improve the CRM and customer engagement?



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Question 2

MarTech tools and automation tools in CRM in related to marketing campaigns and personalisation.



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Question 3

Share example / use case and key learnings of campaigns.



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Key Takeaway



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Roundtable Discussion

- Which CRM platforms are you using right?
- What are the challenges and what is your solutions?



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