

Customer Leads Overview

Page

Lists all open leads of the customer

Title: Leads

Functions in the title bar

Icon	Explanation
+	Adds the customer to another lead definition

Grid

Click	Swipe	Views
Detail page		1st table

Column Definition

Name	Visible	Sort	Full Text	Explanation
Lead Status	Visible			
Lead	Visible			Name of the lead definition
Created by	Visible			From version 19

Name	Visible	Sort	Full Text	Explanation
Qualification	Hidden			Everything that does not have the status "Sales-qualified lead" is MQL, otherwise SQL.
Last activity	Visible			dd.mm.yyyy hh:mm when the last activity for this lead took place.
FOLLOW-UP	Visible			From version 19

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