

Since 2007, Making IT Experts & Products

Course: AI CRM Integration

Duration: 30 Hrs (Changeable) | Fees: Individual / Batch

Since 2007, Nestsoft TechnoMaster has been providing training, internships, and services in IT technologies, both online and offline, with the expertise of **over 250 industry experts**. We have delivered internships, training, and seminars to more than 50,000 students, resulting in numerous success stories. **We offer 100% placement support through JobsNEAR.in**

Our Courses/Internship

- Python/Django Fullstack
- Artificial Intelligence
- Machine Learning
- Data Science
- Software Testing (All)
- Wordpress, Woocommerce
- Digital Marketing, SEO
- Php/MySQL, Laravel
- Flutter, Android, IOS
- Asp.net MVC
- Web Design, Javascript
- Angular JS, React JS
- CCNA, MCSA, CCNP
- AWS, GCP, Azure
- Odoo, Salesforce, Sap
- Microsoft Excel
- Ethical Hacking



Syllabus on the Next Page ..



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Introduction to AI CRM Integration

- * Introduction to CRM and Artificial Intelligence
- * Role of AI in customer relationship management
- * Benefits of AI-powered CRM systems
- * AI CRM use cases across industries

AI-Powered CRM Features

- * AI-based customer data analysis
- * Lead scoring and qualification
- * Customer segmentation
- * Sales forecasting and recommendations

Customer Data and CRM Management

- * CRM data collection and organization
- * Customer profiles and interaction history
- * Data cleaning and validation
- * Customer privacy and data security

AI Chatbots and Customer Support

- * AI chatbot fundamentals
- * Automated customer queries
- * AI-assisted support workflows
- * Conversation analysis and customer insights

AI Lead and Sales Automation

- * Automated lead capture
- * Lead qualification using AI

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- * Follow-up and task automation

- * Sales pipeline optimization

AI Marketing Automation

- * AI-powered customer segmentation
- * Personalized marketing campaigns
- * AI-assisted email and content generation
- * Campaign performance analysis

CRM Integrations and APIs

- * CRM integration concepts
- * REST API fundamentals
- * Connecting CRM with AI services
- * Webhooks and third-party integrations

AI CRM Workflow Automation

- * Designing automated CRM workflows
- * Trigger-based automation
- * AI-powered notifications and actions
- * Workflow monitoring and optimization

Practical AI CRM Project

- * Designing an AI CRM workflow
- * Integrating AI with customer data
- * Automating lead and customer support processes
- * Testing and presenting the completed project

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(Click on Course for more details)

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- Thank You -

N.B: This syllabus is not final and can be customized as per requirements / updates.

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