

How to Implement a Winning CRM Strategy

1



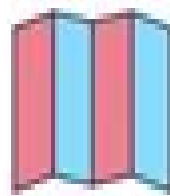
**Define a Goal
and Mission**

2



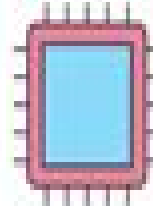
**Establish
a Buyer Persona/
Target Audience**

3



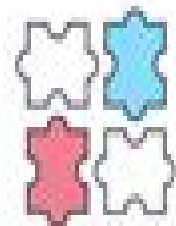
**Create a Customer
Journey Map**

4



**Utilize Artificial
Intelligence**

5



Integrate Data

Crm Strategy Of Ongc

Adrian Payne



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