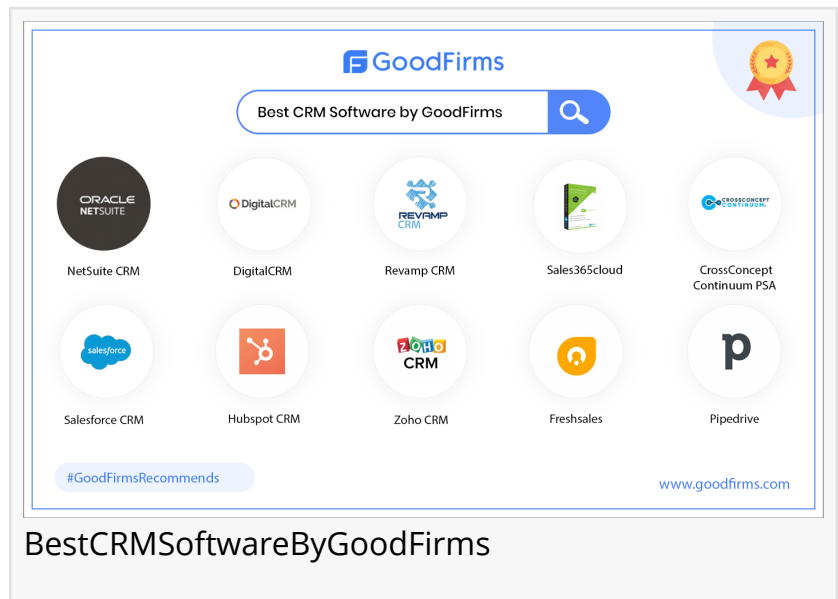


GoodFirms Announces a New List of CRM Software for Small to Medium Businesses

CRM systems help close deals, foster essential business relationships, and boost productivity.

WASHINGTON DC, WASHINGTON, UNITED STATES, June 30, 2022 /EINPresswire.com/ -- Internationally renowned B2B research, ratings, and reviews platform GoodFirms recently released a new list of the [best CRM software](#) for small to medium

businesses. Customer relationship management (CRM) is an excellent asset for businesses as it helps in maintaining better customer relationships , track sales leads, manage digital marketing, handle sales pipeline, and deliver actionable data.



BestCRMSoftwareByGoodFirms

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Acknowledged CRM tools streamline business processes, automate several tasks, improve customer service, enhance the analytical data and reporting.”

GoodFirms Research

An essential ingredient for a stable and successful business is creating and maintaining good customer relationships. Sometimes managing customer relationships can be pretty complex. Here CRM solutions play a vital role in analyzing the customers and nurturing more potent relationships.

“Enhancing CRM with Artificial Intelligence (AI) can automate basic tasks, personalize customer experience, help in analyzing data, boost ROI, segment customers etc., says GoodFirms.”

The best CRM tools listed by GoodFirms help businesses predict the needs of consumers through previous interactions and purchases. It allows companies to receive in-app notifications of customer inquiries across multiple channels, automate routine tasks, streamline sales processes, handle [lead management](#) more efficiently, etc.

Popular Features of Best CRM Software Includes:

- Calendar & Task
- Contact Management
- Collaboration Tools
- Custom Dashboard
- Email Integration
- File Management
- Forecasting & Analytics
- Lead Management
- Mobile Access
- Pipeline Management
- Reporting
- Sales Automation
- Security
- Workflow Automation



Any business seeking reliable customer relationship management tools can look at the best CRM software list and apply filter options like popular features, pricing models, devices supported, deployment, business size, etc. Furthermore, they can also verify the most reviewed, top-rated tools.

GoodFirms was able to derive a list of the best CRM software through a thorough research based on quality, reliability, and ability to cater to the needs of service seekers. This list was derived based on several parameters such as the background of each product, the company, years of experience in the domain areas, online market penetration, client feedback, and much more. Only those companies that attained the maximum score made it to the list.

If you are a software service provider and wish to [get listed](#), you can partake in the GoodFirms research processes initiated by the company and exhibit verification of your work. Interestingly, gaining the top position among the best service providers will attract the attention of potential prospects, increase productivity, help generate more sales, and earn more profit.

About GoodFirms:

GoodFirms is a Washington, D.C.-based research firm specializing in identifying the most prominent and efficient IT companies and software providers that can automate the tasks of various industries. GoodFirms' industry-wide research, review & rankings help service seekers leap further and multiply their industry-wide value and credibility.

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