



IJRASET

International Journal For Research in
Applied Science and Engineering Technology



INTERNATIONAL JOURNAL FOR RESEARCH

IN APPLIED SCIENCE & ENGINEERING TECHNOLOGY

Volume: 11 **Issue:** IV **Month of publication:** April 2023

DOI: <https://doi.org/10.22214/ijraset.2023.50856>

www.ijraset.com

Call:  08813907089

E-mail ID: ijraset@gmail.com

Impact of Customer Relationship Management

Rashi Chauhan

Greater Noida Institute Of Technology, India

Abstract: Customer relationship management becomes the important part to run the organization effectively for every sector. The CRM strategy is extremely important in the financial service sector, given the number of customers and their changing and evolving needs. In this study, author is analyzing how customer relationship management affects/ impacts the competition among the banking sector.

The applied research method is online survey of bank's customers and customers. the research result showed the extent to which banks effectively using CRM model. In addition, the research result showed that how banks can enable their employees to use CRM tools effectively to attract and retain their customers.

Keywords: CRM, bank services, digital communication, sales channels, marketing campaigns

I. INTRODUCTION

Customer relationship management (CRM) is the combination of practices, strategies and technologies that companies use to manage and analyze customer interactions and their data throughout the customer lifecycle with the goal to improve customer service relationships and assist in customer retention and drive sales growth. CRM systems compile customer data across different channels, or points of contact, between the customer and the company, which include the company's website, telephone, live chat, direct mail, marketing materials and social networks.

CRM systems can also give customer-facing staff members detailed information on customers' personal information, purchase history, buying preferences and concerns.

Customer relationship management (CRM) is referred as a process, strategy, or software/ technology that enables organisations to manage relationships with their customers, vendors and suppliers.

II. OBJECTIVE

The main aim of this paper is to investigate the degree of implementation of the concept of Customer Relationship Management (CRM) in banks and how it is impacting their bank competition. namely, CRM, as a factor in the competitiveness of the banking sector which influences improvement in the performance of a bank, i.e., improvement in bank's market position in achieving their goals. In addition, CRM improves bank's service performance and helps in optimising and standardising their services which results in high quality service delivery and low delivery costs.

III. METHODOLOGY

The applied Research method is Online survey of bank customers, i.e., the collection of data based on structured questionnaire. the instrument in this survey is a questionnaire, which is often used to collect primary data. this research is conducted to analyze the impact of the implementation and integration of CRM on the improvement of business performance of the banks, i.e., on the competitive position of banks. pre-prepared, structured questionnaires for customers and managers of banks in Delhi- NCR were used to collect data in this research study. The questionnaire for bank's customers contains 15 multiple choice questions, which was forwarded to respondents via Email and some were interviewed directly using personal interview method. the research was conducted by sending questionnaires to the emails of bank customers in Delhi- NCR. During empirical research, 100 questionnaire for bank customers in Delhi-NCR were collected.

IV. RESULTS

The research results showed the extent to which banks use CRM model effectively. Mainly, CRM is used to communicate with their customers personally and especially, with higher-than-average important customers for a bank's operation. In addition, our research results also showed that banks improve and integrate their communication and sales channels and train employees to use CRM tools that will enable them to cross-sell while retaining existing customers and attracting new customers.

V. IMPLICATIONS

The CRM strategy is vital in the financial service sector for having the number of clients and for rapidly changing and evolving needs. Despite the simplification and efficiency that CRM brings, there is still significant resistance to its implementation, which is overcome by the commitment of top management and the parallel development of relations with employees. The goal that financial organizations want to achieve is to gain potential customers and maintain their loyalty over a long period of time, thus improving their competitive position.

REFERENCES

- [1] <https://www.techtarget.com/searchcustomerexperience/definition/CRM-customer-relationship-management>
- [2] <https://global.hitachi-solutions.com/blog/importance-crm-banking/#:~:text=A%20banking%20CRM%20is%20a,be%20recorded%20in%20your%20CRM.>
- [3] Ben, E.U.; Udo, E.S.; Abner, I.P. Customer relationship management model: A business strategy in a competitive business climate. *Int. J. Supply Chain Manag.* **2019**, *8*, 1189–1198.
- [4] Domazet, I.; Neogradi, S. Digital Marketing and Service Industry: Digital Marketing in Banking Industry. In *Managing Diversity, Innovation, and Infrastructure in Digital Business*; Ray, N., Ed.; IGI Global, Business Science Reference: Hershey, PA, USA, 2018.
- [5] Dalla Pozza, I.; Goetz, O.; Sahut, J.M. Implementation effects in the relationship between CRM and its performance. *J. Bus. Res.* **2018**, *89*, 391–403. [CrossRef]
- [6] Devan, P.M. An empirical study on customer satisfaction of the select public and private sector banks in the Chennai environment. *Strad Res.* **2020**, *7*, 2400–2415.
- [7] Domazet, I. Digital Transformation of Business Portfolio through DCRM. In *Digital Transformation—New Challenges and Business Opportunities*; Silver and Smith Publishers: London, UK, 2018.
- [8] Elkhansa, M.; Hamid, A.B. Implementing customer relationship management in Al Rajihi Islamic Bank: Reality & perspectives. *Glob. J. Manag. Bus. Res. E-Mark.* **2020**, *20*, 26–41.
- [9] Fernandes, T.; Pinto, T. Relationship quality determinants and outcomes in retail banking services: The role of customer experience. *J. Retail. Consum. Serv.* **2019**, *50*, 30–41. [CrossRef]
- [10] Kalaiarasi, G.; Mugunthan, C. Effectiveness of customer relationship management (CRM) on customer satisfaction and loyalty in the banking competitive. *J. Xi'an Univ. Archit. Technol.* **2020**, *XIII*, 556–566.
- [11] Lokuge, S.; Sedera, D.; Ariyachandra, T.; Kumar, S.; Ravi, V. The next wave of CRM innovation: Implications for research, teaching, and practice. *Commun. Assoc. Inf. Syst.* **2020**, *46*, 560–583. [CrossRef]
- [12] Shetty, A.; Basri, S. Relationship orientation in banking and insurance services—A review of the evidence. *J. Indian Bus. Res.* **2018**, *10*, 237–255. [CrossRef]
- [13] Shukla, M.K.; Pattnaik, P.N. Managing customer relations in a modern business environment: Towards an ecosystem-based sustainable CRM model. *J. Relatsh. Mark.* **2018**, *18*, 17–33. [CrossRef]
- [14] Soltani, Z.; Navimipour, N.J. Customer relationship management mechanisms: A systematic review of the state-of-the-art literature and recommendations for future research. *Comput. Hum. Behav.* **2016**, *61*, 667–688.
- [15] Simovic, V.; Domazet, I.; Bhagat, R.; Sarhan, H.; Ivanovic, D. Identification of Opportunities as the Component of Digital Entrepreneurial Competences of University Students: A pilot study in Kuwait and Serbia. In *ICEEG '22: Proceedings of the 6th International Conference on E-Commerce, E-Business and E-Government*, Plymouth, UK, 27–29 April 2022; Association for Computing Machinery: New York, NY, USA; pp. 201–206.
- [16] Sota, S.; Chaudhry, H.; Chamaria, A.; Chauhan, A. Customer relationship management research from 2007 to 2016: An academic literature review. *J. Relatsh. Mark.* **2018**, *17*, 277–291. [CrossRef]
- [17] Valmohammadi, C. Customer relationship management: Innovation and performance. *Int. J. Innov. Sci.* **2017**, *9*, 374–395



10.22214/IJRASET



45.98



IMPACT FACTOR:
7.129



IMPACT FACTOR:
7.429



INTERNATIONAL JOURNAL FOR RESEARCH

IN APPLIED SCIENCE & ENGINEERING TECHNOLOGY

Call : 08813907089  (24*7 Support on Whatsapp)