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## Startup-config is not present

A startup is an ambitious young company. Start-ups are generally associated with the tech field, but they can operate in any domain, such as solar panels or medical devices. The title is most commonly given to companies with less than \$20 million in revenue and fewer than 80 employees, but being a startup is more a state of mind than a matter of metrics. A startup is founded with the intention of growing fast, and its culture promotes innovation and drive. Employees at start-ups often have a level of commitment that is uncommon at conventional jobs, and if their start-up develops into a successful business, rewards tend to be worth the extra work. The founder of a startup often invests the startup capital to get the company going, but if it is right to its starting status and grow fast, it will need additional funds before long. Unlike conventional companies, where ownership tends to be tightly controlled by a limited number of key stakeholders, start-ups often bring in a community of investors. Startup funds can come from venture capital funds or angel investors, individuals who invest in promising early companies. Startup entrepreneurs can also raise capital through structured equity rounds, or by offering the sale of shares at a fixed price through a scheme that allows investors to acquire equity in the company. Another common financing strategy for start-ups is convertible debt or borrowing of money and the issuance of relatively short-term notes indicating the value and repayment terms. Amazon is perhaps the most famous example of a startup company. It started with a groundbreaking vision of the possibilities of e-commerce, lost lots of money in its early years through many rounds of investments, and has emerged as a leader in the industry, changing the way products are bought and delivered. Snapchat and Instagram were once startups as well. Their founders developed platforms that generated unusual levels of user engagement, paving the way for stock offerings and acquisition of larger companies. Although many of the start-ups that have garnered media attention have aggressively raised capital through clear, visionary business models, a startup can also be a bootstrap operation with a business model that evolves over time. Lean start-ups, starting with modest means, using capital as frugally as possible and working through multiple iterations to find a format that works. Lean startup entrepreneurs rely on experiments more than planning. While all business owners learn by making and growing from their mistakes, those who embrace the lean start model build this approach in basis of their businesses. Customer Relationship Management software helps businesses track and manage customer relationships so nothing falls through the cracks. In addition to contact management, email marketing and reporting reporting CRM's for start-ups should also be affordable and scaled with you as you grow. We evaluated dozens of CRM's to learn the top six and the best overall solution for start-ups and young companies. 6 Best CRM for Start-ups by 2020 (Best Overall) Start-ups that need affordable and scalable all-in-one CRMCompanies, who want a CRM with powerful, built-in marketing featuresEExtune telesales teams that want an intuitive, easy-to-use CRM with built-in callsProducts who want a no-frills, ever-free CRM for unlimited usersStartups who want a CRM with project management capabilities to consolidate business workflowsSolopreneurs who need CRM features directly in their inbox Gmail for convenient trading management How we evaluated the best CRM for startups The best CRM software for start-ups startups needs to offer a diversity of features to suit the different needs of your growing business, now and in the future. It should be free or offer a wide range of service plans to meet a variety of budgets and be easy to use regardless of your level of technical expertise. Great CRMs for startups should also be backed by superior customer support, so you have help available if you need it. The criteria we used to assess the best CRM's for start-ups include: Price scalability contact, lead and pipeline management Automated workflows Forecasts and analytics User-friendly customer support Based on these guidelines, we recommend Zoho CRM as the best customer relationship management solution for start-ups. It's affordable and offers out-of-the-box features a startup needs to immediately sell more intelligently, including email insights, lead scoring, and social media integrations. Read on to learn more about the best CRM's for start-ups, or take this quiz to find out which CRM is best for your business. Which CRM software is right for you? Answer a few questions about your business and we will give you personal product match Zoho CRM: Best Overall Affordable, All-in-One CRM for Startups Zoho CRM offers free and affordable paid plans that provide teams with sales insights and multiple customer communication channels including email, phone, social and live chat. With features like deal, lead and account management available with each plan, Zoho CRM is the best choice for businesses that need a comprehensive CRM that grows with you. Marketing automation only available on paid plansFactorer social integrationLime plan is limited to three users Visit Zoho CRM Zoho CRM Pricing Free: Supports up to three users Standard: \$18 per user, per month \$30 per user, per month Enterprise: \$45 per user, per month Zoho CRM Features Free tier includes lead, contact, deal, and account management All paid plans include social integration tools, including Facebook and Twitter Offering lead scoring, forecasts and email insights Providing a document library of folder sharing Custom dashboards and available Contact Record View showing SalesSignals(Source: Zoho CRM) To learn more about Zoho CRM features to help your startup close more offers, visit our Zoho CRM Reviews page. Agile CRM: Best CRM for startups with powerful, built-in Marketing Automation Agile CRM offers robust contact management tools as well as lead management and care features that help businesses close multiple offerings. With contact-level social monitoring and analytics tools, Agile CRM is best for small businesses and start-ups who want multichannel marketing automation features built into their CRM. Free plan offers lead scoring and contact recordsLacks website visitors tracking capabilitiesAutomated email workflowsCap on number of contacts and businesses Visit Agile CRM Agile CRM Pricing Free: Supports up to 10 users Starting: \$8.99 per user, per month Regular: \$29.99 per user, per month Enterprise: \$47.99 per user, per month Agile CRM features Includes email tracking, promotions and SMS templates and text-based marketing Lead capture forms offered on all plans Paid plans offer social monitoring Lead scoring with paid plans Dashboard for social monitoring(Source: Agilecrm.com) Visit our agile CRM review page for more information about Agile CRM's marketing automation features. Freshworks CRM: Best CRM for Telesales Startups Freshworks CRM is ideal for sales teams who need a user-friendly, flexible solution with a powerful integrated phone system. The built-in phone numbers with a single click directly from the CRM system create call logs for future reference and create call metrics, making Freshworks CRM the best choice for businesses that want a single call and customer tracking solution. Feature-rich integrated phone systemSvarination with social media feedsAddible visual pipelinesAsts as website visitor tracking requires additional costsIncludes free mobile appsSales forecasts only available on paid plans Visit Freshworks CRM Freshworks CRM Pricing Free: Supports unlimited users Blossom: \$12 per user, per month Garden: \$25 per user, per month Estate: \$49 per user, per month Freshworks CRM Features Built-in phone service and visual pipelines available with all paid plans Upper level plans offer advanced lead scoring via email, web and application activity areas and lead assignment are available with some plans Two-way email synchronization integrates with any email provider Customization of Sales Activities (Source: Freshworks CRM) To read about Freshworks CRM's built-in phone and additional start-up-friendly features, visit our Russworks CRM Review web page. HubSpot: Best Free for Startups HubSpots free CRM supports an unlimited number of users and includes features such as deal management, integration with popular e-mail clients, and lead capture forms. HubSpot is the best choice for budget-conscious startup teams that need a no-frills solution to use and free forever. Contains up to 1 million contact recordsRea costs to upgrade can be significantVisiting website lead captureFree version missing email marketing Visit HubSpot HubSpot CRM Pricing Free: Supports unlimited users; feature upgrade modules start at hubspot CRM built-in live chat and email sign-in support with Gmail, G Suite, Outlook, and Outlook 365 Option to add more lead capture forms to your website Built-in meeting planner Provides ad management tools that can be reused for email templates HubSpot email extension in Gmail For more information on how HubSpots CRM can help you reach your sales goals for free, visit the HubSpot Reviews page. Insights: Best CRM for Project Management Startups Crm is packed with project management tools like custom dashboards, views, and workflows that you can design around your business's unique needs. Insightly is a great choice for start-ups and sellers who want a CRM system that includes features that help manage customers when the deal is closed. Missing website visitor trackingA built-in email campaign featureMissing marketing automation triggers Visit Insightly Insightly Pricing Plus: \$29 per user, per month Professional: \$49 per user, per month Enterprise: \$99 per user, per month Insightly Features Drag-and-drop task management Contact management included in all plans Events Scheduler Customizable reporting Custom email templates and send planning Top level plans include workflow automation Insightly's projects and pipelines see Learn more about Insightly's combination of CRM and project management tools on our Insightly reviews page. Streak: Best CRM With Direct Gmail Integration Streak CRM is built directly into Gmail and integrates with G Suite's collection of productivity apps. Users can easily schedule and track messages, so the automatically suggested feature automatically draws in names and details. Streak is ideal for solopreneurs and sellers who want CRM tools right inside their inbox. Less robust than other CRMsActs as a Gmail extensionNo workflow automation toolsAdding reporting optionsReporting only available on paid plans Visit Streak Streak Pricing Free: \$0 Pro: \$49 per user, per month Enterprise: \$129 per user, per month Streak Features Unlimited pipelines on all plans Color-coded pipelines show stages at an instant Paid plans include integrations, reporting and email support Leads categorized by source Paid plans are highly customizable Pipeline view inside a Gmail account (Source : Streak) For more information on how Streak CRM integrates with Gmail, please visit our Streak reviews page. Bottom Line It CRM for small businesses and start-ups should offer free and low-cost options with features that help sellers instantly gather intelligence about leads and leads. It should also allow a fast-growing company to expand their tool box, whether for sale, service or helpdesk. For an affordable, all-in-one CRM with additional sales tools such as sales insights, lead scoring, and social media integration, give Zoho CRM a try. Visit Zoho today to sign up for an ever-free account or a 15-day trial of its paid service. Visit Zoho Zoho