

Best Sales CRMs for Small Businesses in 2021

SaaS CRM solutions can streamline your sales process and grow your customer relationships.

Let's have a look at the 5 best CRMs for small businesses in 2021 with respect to their Features & Benefits, Scalability, Adaptability, Customer Support & Integrations.



ZOHO BEGIN

Great suite of features for small businesses

Prime focus: Pipeline management.

Integrations: With Office 365, G-Suite, Facebook & more

Pricing– \$7 per user per month when billed annually, and \$9 per user per month when billed monthly



KYLAS GROWTH ENGINE

Full-fledged, affordable CRM for small businesses

Key features: lead & deal management, pipeline management, account-based marketing & sales, and custom reporting, workflow automation

Integrations: Gmail, Mailchimp, Facebook, Zapier and more

Pricing: Free for 15 days. Then priced at Rs.7499 month flat.



HUBSPOT FREE CRM

An Intuitive and Affordable CRM Solution

Key features: Lead generation tools, web forms, live chat and bots, email marketing tools, advertising tools, and helpdesk tools.

Integrations: Google Gmail and Microsoft Outlook

Pricing: includes free versions of the Marketing Hub, Sales Hub, and Service Hub products.



PIPEDRIVE

An Intuitive and Affordable CRM Solution

Key features: Sales Pipeline View, Email integration, Reporting, Google Calendar & Contacts Integration, Powerful API, Mobile Apps

Integrations: Google, Office 365, Google Maps, MailChimp

Pricing: \$12.50 per user per month for the 'essential' plan



CLOSE CRM

An Intuitive and Affordable CRM Solution

Key features: communication, email automation, deal management, and data & insights

Integrations: Google, Zapier, DocuSign, Airtable

Pricing: \$25 per month for the 'starter' plan