

Leads Stock

Overview

Lead Stock contains leads that have been **withdrawn** from a salesman — either manually, automatically, or because they were unassigned. Think of it as a holding area for leads waiting to be redistributed.

LEADS Stock

Number Of Leads : 522

Search...






ASSIGNMENT

EXPORT

MERGE

SORTING METHOD

10

<input type="checkbox"/>	Name	Mobile	Info	Created By	Lead ID	Creation Date	Latest Sales Agent	Last State	Un-Assignment Date	un assigned by	Assign To
<input type="checkbox"/>	 mahrous taha hassan										
<input type="checkbox"/>	 sahar fawzy	201222138557	Email : support@dotshub.net	Admin	test	2024-09-01 17:07:13	Amr	Fresh	2024-09-18 15:15:05	Automated	<input type="button" value="ASSIGNMENT v"/> <input type="button" value="HISTORY"/>
<input type="checkbox"/>	 kareem ibraheim elsayed	201222138623	Email : tamAdUe3Zl@dotshub.info	Admin	test	2024-09-01 17:07:13	Admin	Fresh	2024-09-18 17:15:04	Automated	<input type="button" value="ASSIGNMENT v"/> <input type="button" value="HISTORY"/>
<input type="checkbox"/>	 awad ahmed ghoneem	201222138699	Email : efnAYKspDc@dotshub.com	Admin	test	2024-09-01 17:07:13	Admin	Fresh	2024-09-03 13:45:05	Automated	<input type="button" value="ASSIGNMENT v"/> <input type="button" value="HISTORY"/>
<input type="checkbox"/>	 hassan mohamed abdel hafez	201222139447	Email : cMgen2CHb5@dotshub.net	Admin	test	2024-09-01 17:07:13	Amr	Fresh	2024-09-03 13:45:05	Automated	<input type="button" value="ASSIGNMENT v"/> <input type="button" value="HISTORY"/>

How Leads End Up in Lead Stock

A lead moves to Lead Stock when:

- It is **manually withdrawn** from a salesman by a manager.
- It is **automatically withdrawn** based on time rules configured in Sales Settings → Withdraw.
- It is **unassigned** from a salesman without being reassigned to someone else.

What You See in the Lead Stock List

Column	Description
Name	Full name of the lead
Mobile	Contact number
Created By	Who originally created the lead
Lead ID	Marketing campaign ID
Creation Date	When the lead was first created
Latest Sales Agent	The last salesman this lead was assigned to
Last State	The state the lead was in before being withdrawn
Un-Assignment Date	When the lead was withdrawn
Un-Assigned By	Whether withdrawal was Manual or Automated
Assign To	Button to reassign the lead
History	Button to view the full interaction history of this lead

Lead Stock vs Leads Returned

There are two views within Lead Stock:

- **Leads Stock** — standard withdrawn/unassigned leads.
- **Leads Returned** — leads that were specifically withdrawn and are awaiting review. These show additional details including who the lead was withdrawn from and the last action taken. You can **Assign** them or **Ignore** them.

Available Filter Options

Filter	Description
Lead Code	A unique identifier for each lead, used for quick reference.
Creator	The user who originally created the lead.

Filter	Description
Country	Filters leads based on phone number country code.
Lead Origin	Where the lead came from (e.g., Add New, Upload, Facebook).
Stage	Filters leads by their current reservation/sales stage.
Un-Assignment Type	Filters by how the lead was unassigned (manual or automated).
Last Salesman	The last salesman this lead was assigned to before withdrawal.
Last State	The state the lead was in before being withdrawn.
Action By	Filters by the user who last took action on the lead.
Campaigns	Filters leads linked to specific marketing campaigns.
Sources	Filters by lead source (e.g., WhatsApp, Facebook).
Leads ID	Filters based on specific marketing info / Lead ID.
Lead Types	Filters by lead type (e.g., Lead, Broker Lead, Broker Request, CIL).
Branches	Filters leads associated with specific company branches.
Broker	Filters leads linked to specific brokers.
Broker Agents	Filters by agents working under a broker.
Projects	Filters leads associated with specific projects.
Broker Projects	Filters leads linked to broker-specific projects.
Tag	Filters by tags or labels applied to the lead.
Age	Filters by age or age group, if collected.
Purpose	Filters by the lead's stated purpose.
Segment	Filters by market segment or demographic group.
Gender	Filters by gender, if collected.
Contact Tools	Filters by contact method used (e.g., phone, email, WhatsApp).
Reply Option	Filters by the lead's preferred reply method.
Budget	Filters by the lead's budget range.
Date Request was created	Filter by the date the lead was originally created (From / To).
Un-Assignment Date	Filter by the date the lead was withdrawn (From / To).

Filters

Lead Code 0	Creator NONE SELECTED	country NONE SELECTED	Lead Origin NONE SELECTED	Stage NONE SELECTED	Un-Assignment Type NONE SELECTED
Last Salesman NONE SELECTED	Last State NONE SELECTED	Action By NONE SELECTED	Campaigns NONE SELECTED	Sources NONE SELECTED	Leads ID NONE SELECTED
Lead Types NONE SELECTED	Branches NONE SELECTED	Broker NONE SELECTED	Broker Agencies NONE SELECTED	Projects NONE SELECTED	Broker Projects NONE SELECTED
Tag NONE SELECTED	Age NONE SELECTED	Purpose NONE SELECTED	Segment NONE SELECTED	Gender NONE SELECTED	Contact Tools NONE SELECTED
Reply Option NONE SELECTED	Budget NONE SELECTED				
Date Request was created		Un-Assignment Date			
From		From			
To		To			

FILTER
RESET FILTER

Available Actions

- **Assignment** — reassign a lead to a salesman.
- **Export** — download the list.
- **Merge** — merge duplicate leads.
- **Sorting Method** — sort by different criteria.
- **History** — view full lead history before reassigning.

Key Things to Know

- Lead Stock is different from New Leads — these leads have already been in the system and were previously assigned.
- Always check the **Last State** and **History** before reassigning to understand why the lead was withdrawn.
- You can automate redistribution using **Rotation Settings** (see Sales Settings → Rotation).

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