

Sales and CRM API

OpenAPI Specification Version 1.5.2

Generated: 2026-06-01 Contact: crm-api@company.com

OVERVIEW

Customer Relationship Management API handles leads, opportunities, accounts, and sales pipeline reporting for enterprise ERP systems.

SERVERS

Production : <https://crm-api.company.com/v1>

Staging : <https://crm-staging.company.com/v1>

SECURITY

Type : OAuth 2.0 Client Credentials Flow

Token : <https://auth.company.com/oauth2/token>

Scopes : crm:read crm:write crm:reports

ENDPOINTS

GET	/accounts	List customer accounts
POST	/accounts	Create new account
GET	/accounts/{accountId}	Get account by ID
PUT	/accounts/{accountId}	Update account
POST	/leads	Capture new lead
GET	/leads/{leadId}	Get lead detail
PATCH	/leads/{leadId}/qualify	Qualify a lead
POST	/opportunities	Create opportunity
PATCH	/opportunities/{id}/stage	Update pipeline stage
GET	/reports/pipeline-summary	Pipeline dashboard
GET	/reports/conversion-rate	Lead to deal rate

SCHEMAS

Account

accountId integer readOnly
accountName string required e.g. Infosys Ltd
accountType enum PROSPECT CUSTOMER PARTNER VENDOR
industry string e.g. Information Technology
annualRevenue number e.g. 15000000
billingCity string
billingCountry string e.g. India

Lead

leadId integer readOnly
firstName string required
lastName string required
email string required format email
company string
leadSource enum WEB REFERRAL COLD_CALL EVENT PARTNER
estimatedValue number format double

Opportunity Stage Progression

PROSPECTING QUALIFICATION PROPOSAL NEGOTIATION
CLOSED_WON or CLOSED_LOST

ERROR CODES

400 Bad Request Malformed request
401 Unauthorized Missing or invalid OAuth2 token
403 Forbidden Insufficient scope
404 Not Found Resource does not exist
409 Conflict Duplicate account detected
422 Unprocessable Validation failed
500 Internal Error Contact crm-api@company.com