



*Editorial*

# Global Customer Relationship Management and Its Strategic Role in Enhancing International Customer Value

**Romano Ferrari**

Department of International Marketing, European Institute of Global Commerce, Italy

E-mail: [romanoferrari.eigc@protonmail.com](mailto:romanoferrari.eigc@protonmail.com)

**Received:** 01-Dec-2025, Manuscript No. JRIBM-25-177483; **Editor assigned:** 03-Dec-2025, PreQC No. JRIBM-25-177483 (PQ); **Reviewed:** 17- Dec-2025, QC No. JRIBM-25-177483; **Revised:** 19-Dec-2025, Manuscript No. JRIBM-25-177483(R); **Published:** 24-Dec-2025

## Abstract

Global customer relationship management refers to the strategic use of processes, technologies, and data to manage customer interactions across international markets. This study examines the role of global CRM in building long-term customer relationships, improving customer satisfaction, and enhancing firm competitiveness in global markets. It explores CRM system integration, customer data analytics, personalization, and cross-cultural relationship management. The paper highlights challenges related to data privacy, cultural differences, and technological complexity. It also discusses the importance of digital platforms and strategic alignment. By integrating international marketing and management perspectives, this study emphasizes that effective global CRM enhances customer loyalty, market responsiveness, and sustainable international business performance.

**Keywords:** Global Customer Relationship Management, International Marketing, Customer Value, CRM Analytics, Customer Loyalty, Global Business Strategy.

---

## INTRODUCTION

Global customer relationship management has become a critical strategic tool for firms operating in increasingly competitive and interconnected international markets. As globalization expands customer reach across borders, organizations must manage complex customer relationships involving diverse cultural expectations, communication preferences, and service standards. Effective global CRM enables firms to understand, engage, and retain customers across multiple regions, thereby enhancing long-term customer value and competitive advantage.

The shift from product-centric to customer-centric strategies has significantly influenced the adoption of global CRM systems. Firms recognize that long-term profitability depends on building strong and enduring customer relationships rather than focusing solely on transactional exchanges. Global CRM supports this shift by integrating customer information across international operations and enabling coordinated relationship strategies. Customer-centricity strengthens global brand loyalty (Ramaseshan et al., 2006).

---

**Citation:** Romano-Ferrari (2025). Global Customer Relationship Management and Its Strategic Role in Enhancing International Customer Value. JRIBM. 12: 055.

Technological advancements have transformed global CRM practices. Digital CRM platforms, cloud-based systems, and customer analytics tools allow firms to collect and analyze customer data from multiple markets in real time. These technologies enhance customer insight and enable personalized engagement across borders. Technology-driven CRM improves responsiveness and service quality. Cultural diversity presents both opportunities and challenges for global customer relationship management. Customer expectations regarding communication style, trust, service quality, and relationship duration vary across cultures. Firms must adapt CRM strategies to local cultural norms while maintaining global consistency. Cultural sensitivity enhances relationship effectiveness (Raab et al., 2016).

Customer data analytics plays a central role in global CRM. By analyzing purchasing behavior, preferences, and feedback across markets, firms can segment customers and tailor value propositions. Data-driven insights support targeted marketing and service strategies. Analytics enhances decision accuracy and customer satisfaction.

Integration of CRM systems across international subsidiaries is essential for global coordination. Fragmented systems limit information sharing and strategic alignment. Integrated global CRM platforms support unified customer views and coordinated engagement strategies. System integration enhances operational efficiency (Kumar & Reinartz, 2018).

Data privacy and regulatory compliance represent significant challenges in global CRM implementation. International firms must comply with diverse data protection regulations across countries. Robust governance frameworks ensure ethical data use and legal compliance. Compliance builds customer trust. Global CRM also supports cross-functional collaboration within multinational firms. Marketing, sales, and customer service teams rely on shared customer information to deliver consistent experiences. Collaboration improves service quality and operational coherence (Goddard et al., 2012). Integrated CRM enhances internal alignment. Customer experience management is increasingly central to global CRM strategies. Firms aim to deliver seamless and consistent customer experiences across digital and physical touchpoints. Positive customer experiences strengthen loyalty and advocacy. Experience management enhances brand reputation (Kasemsap, 2015).

Overall, global customer relationship management is a strategic capability that enables firms to create, sustain, and expand customer relationships in international markets. Organizations that invest in advanced CRM systems, cultural adaptation, and analytics-driven strategies are better positioned to achieve sustainable growth and long-term success in global business environments.

## CONCLUSION

Global customer relationship management plays a vital role in enhancing customer value and competitiveness in international markets. This study highlights that technology integration, cultural sensitivity, and data-driven strategies strengthen global customer relationships. Firms that effectively implement global CRM achieve higher customer loyalty and sustainable international performance.

## REFERENCES

Goddard, M. G. J., Raab, G., Ajami, R. A., & Gargya, V. B. (2012). *Customer relationship management: a global perspective*. Gower Publishing, Ltd..

Kasemsap, K. (2015). The role of customer relationship management in the global business environments. In *Trends and innovations in marketing information systems* (pp. 130-156). IGI Global Scientific Publishing.

Kumar, V., & Reinartz, W. (2018). *Customer relationship management*.

Raab, G., Ajami, R. A., & Goddard, G. J. (2016). *Customer relationship management: A global perspective*. Routledge.

Ramaseshan, B., Bejou, D., Jain, S. C., Mason, C., & Pancras, J. (2006). Issues and perspectives in global customer relationship management. *Journal of service research*, 9(2), 195-207.

**Citation:** Romano-Ferrari (2025). Global Customer Relationship Management and Its Strategic Role in Enhancing International Customer Value. *JRIBM*. 12: 055.