



NetSuite Inc. (NYSE: N) is the industry's leading vendor of cloud-based financials/ ERP software suites. NetSuite enables companies to manage core key business operations in a single system.

NetSuite: Energizing Sales Team with LinkedIn Sales Navigator

Challenge:

NetSuite wanted a tool to energize its sales team and boost productivity.

Solution:

Sales Navigator makes account-planning more efficient and gives reps access to high-level contacts

Results:

- Since using TeamLink, sales team has seen a seven-fold increase in second-degree connections; network grew from 15,730 to 115,891.
- InMail connects sales team directly to key decision-makers.
- Sales reps are more excited about their jobs because they are seeing fast results, which motivates them and creates a positive cycle.



NETSUITE

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“Sales Navigator is embedded in almost every stage of the sales process. It has become mission-critical for our team.”

- Jake Hofwegen, VP Global Sales Operations, Netsuite