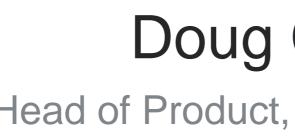
The Future of Sales Navigator





Doug Camplejohn

Head of Product, Sales Solutions, LinkedIn





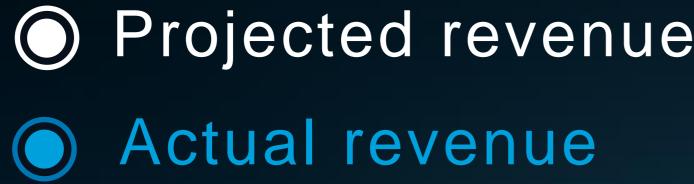




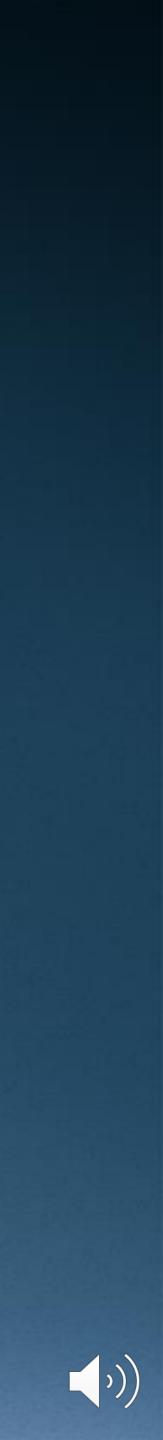








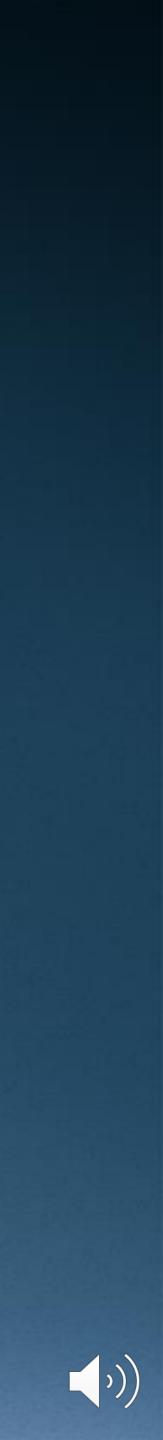




Sales is a really hard job.



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G cat videos - ×







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in Sales Navig ×



Salesforce.c×





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in LINKEDIN

System of Engagement



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in Sales Navig ×



Your stream ×

Salesforce.c×



A system salespeople want to engage with

Automatically stays up-to-date

Integrates deeply with the tools you use everyday

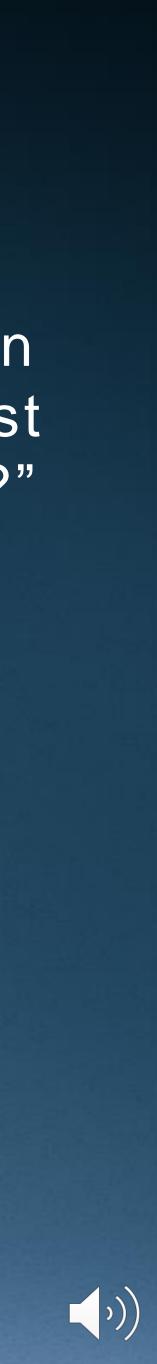
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System of Engagement

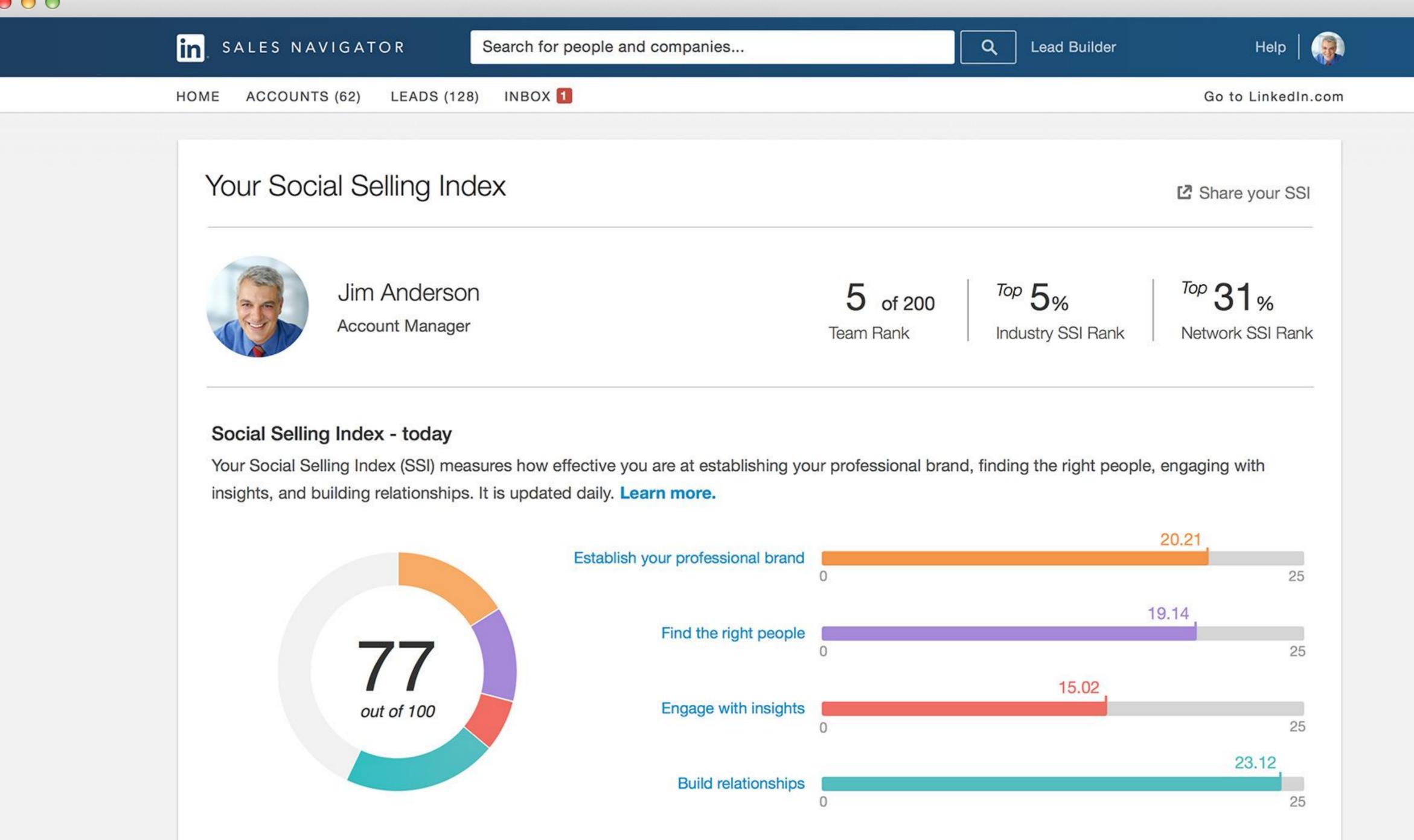
Answers the question "What is the next best action I should take?"



Minimizes data entry









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Search and Discovery

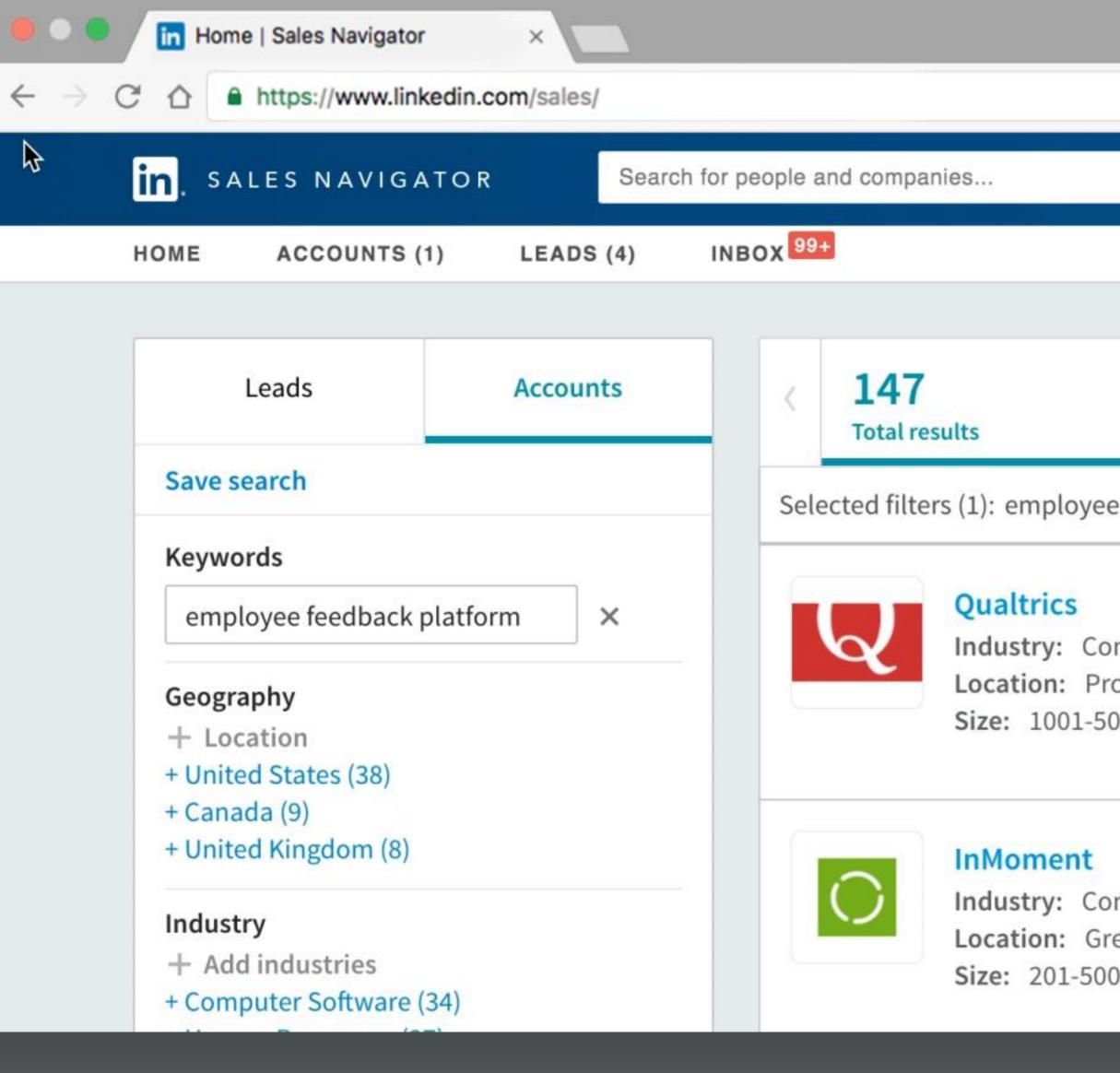




Alex Lee Principal Product Manager, LinkedIn



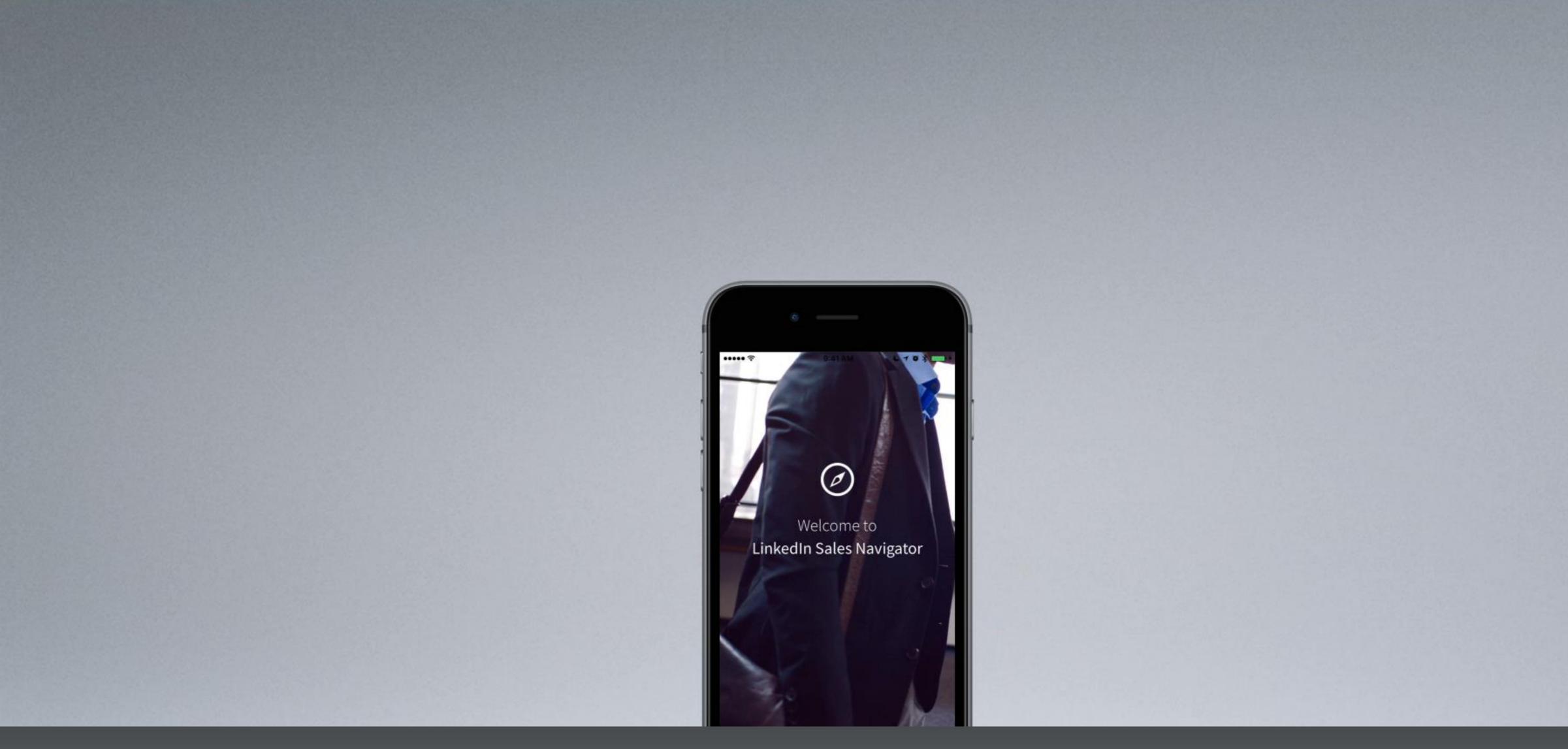




Demo: please see video

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	2 With senior leadership changes	in last 3 months		>
e feedback platform				
omputer Software ovo, Utah Area 000 employees		Save as ac	count	
omputer Software reater Salt Lake City Area 0 employees		Save as ac	count	





Demo: please see video

New Search Filters

Announcing



Revenue			
USD			\sim
\$2M	to	\$10M	×

Technologies used	
Salesforce Google Analytics	
Amazon Web Services +	

Headquarters postal code

United States

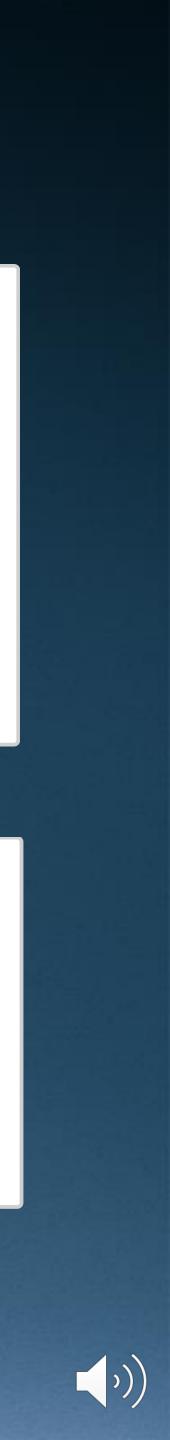
94025, 94036, 94044

Posted content

Mobile marketing)

Social selling

Inventory management) +



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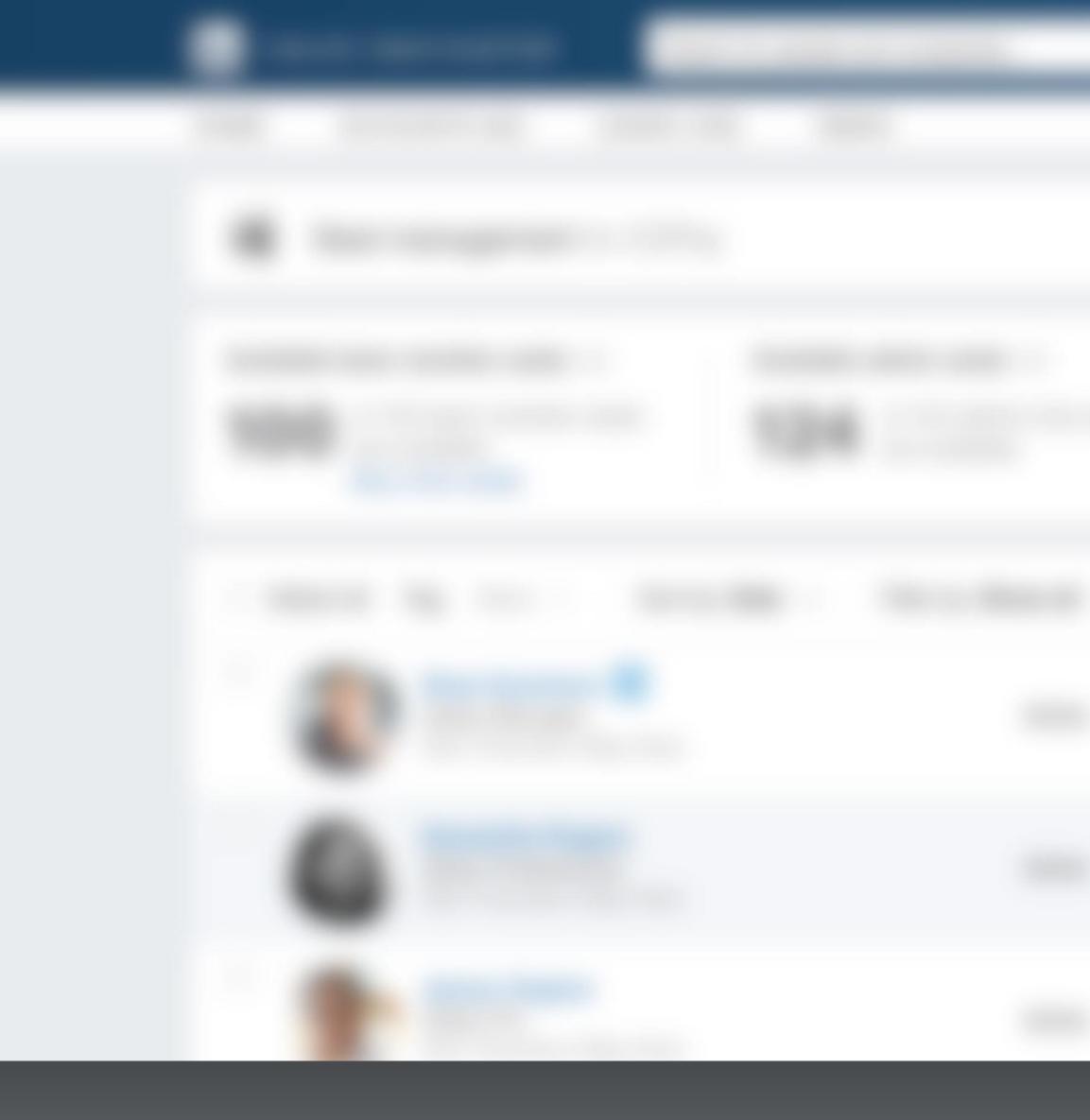


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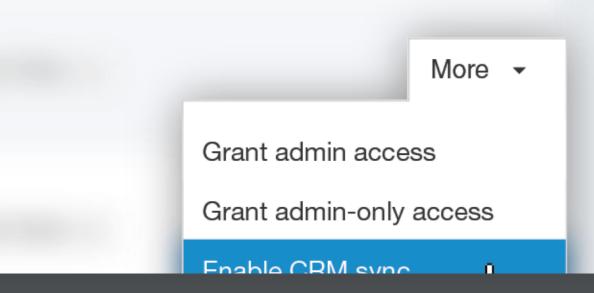
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INTEGRATION

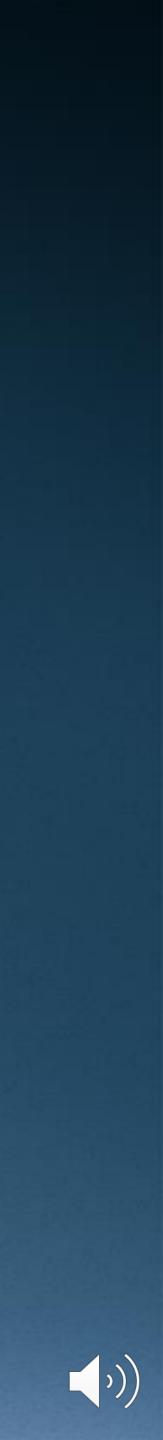




Demo: please see video



salesforce



CRM Partner Program

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Sales Navigator for Gmail



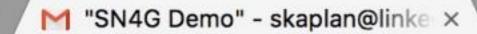
Senior Product Manager, LinkedIn



Steve Kaplan

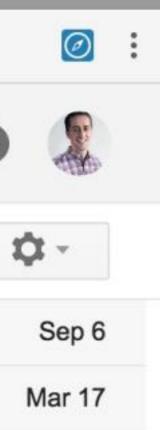




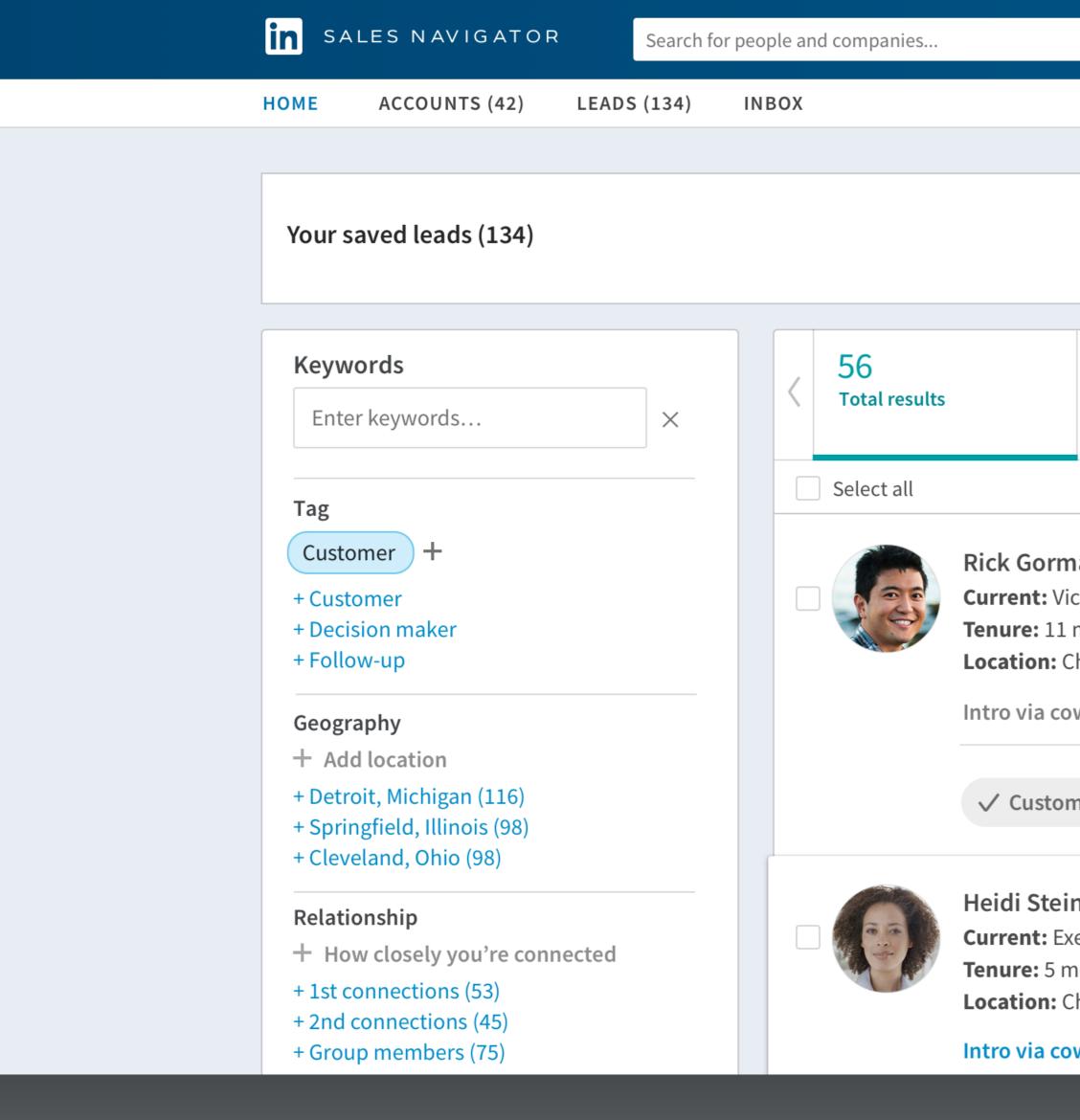


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Linkedin	label:sn4g-demo	- 2	0
Mail -	C More -	1–2 of 2 < > ≣□ ▼	
COMPOSE	□ 1/2 me, Rob (2)	Follow-Up - Steve, Thank you for the great meeting. We're all looking forward to moving this to the next level. Rob On Tu	
Inbox (23) Starred Important Sent Mail	me Doug, Daniel, Chris (5)	buying 100k seats of Sales Navigator - Hi Steve, Looking forward to the pilot! Thanks, Chris On Thu, Mar 17, 2016 at 7:1	
Google Calendar +			

Demo: please see video







Demo: please see video

		Q Lead Builder	• Live Chat Help
			Go to LinkedIn.com
			Import connections
	4 Changed jobs in past 90 days	11 Posted on LinkedIn in past 30 days	9 Share experiences >
: Vio 11 i n: C	an • 2nd Acxiom in	nent bany	Saved Message
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450-F- million



Response rates



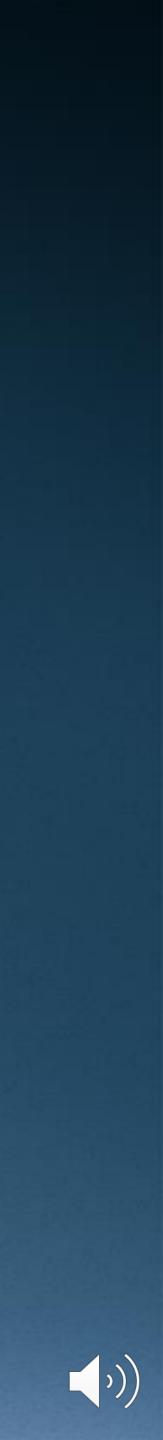
email





InMail

InMail Top senders



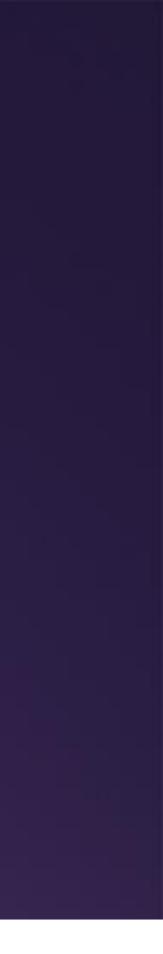


Tom Lee Senior Product Manager, LinkedIn

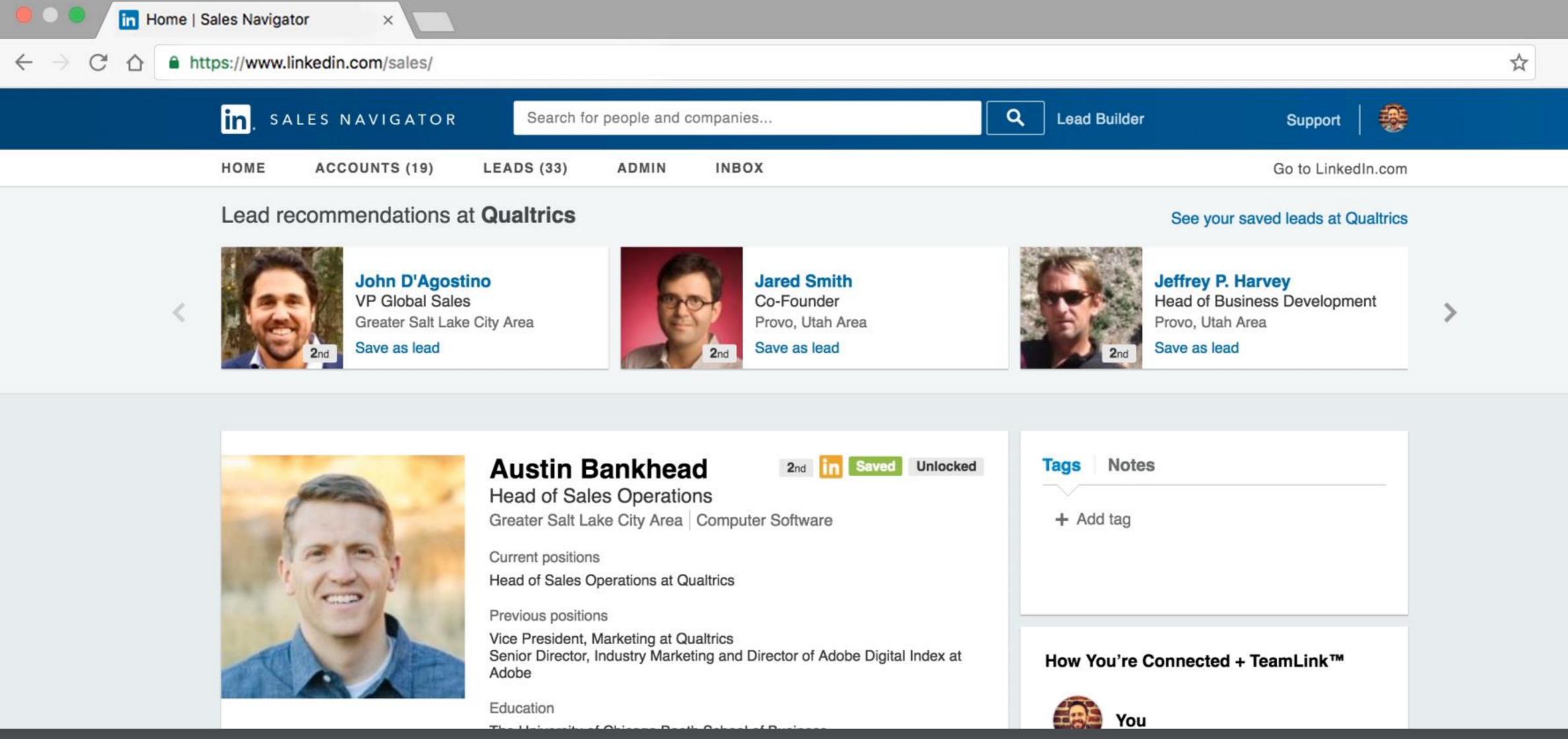
Announcing

InMail 2.0





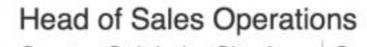












Demo: please see video







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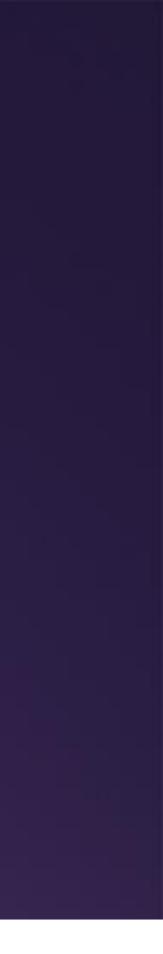


Linked in





Bill Burnett Director of Sales Solutions, LinkedIn





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	Helvetica	0

To: Charlie Besecker <cbesecker@qualtrics.com>

Subject: Social Selling for Qualtrics

From: Bill Burnett

Hi Charlie,

Charlie, thank you so much for taking the time to speak with us earlier. Below some additional details relevant to our discussion.

I've added a guide includes everything you need to know about Sales Navigate perspective of LinkedIn experts and power users.

- An manager's training guide to help you take social selling to the r moving beyond theory to enlightened practice.
- Overview video: https://www.youtube.com/watch?v=jZtlk7Za4YQ
- Resources website: https://business.linkedin.com/sales-solutions/

follow up further.

Thanks, Bill



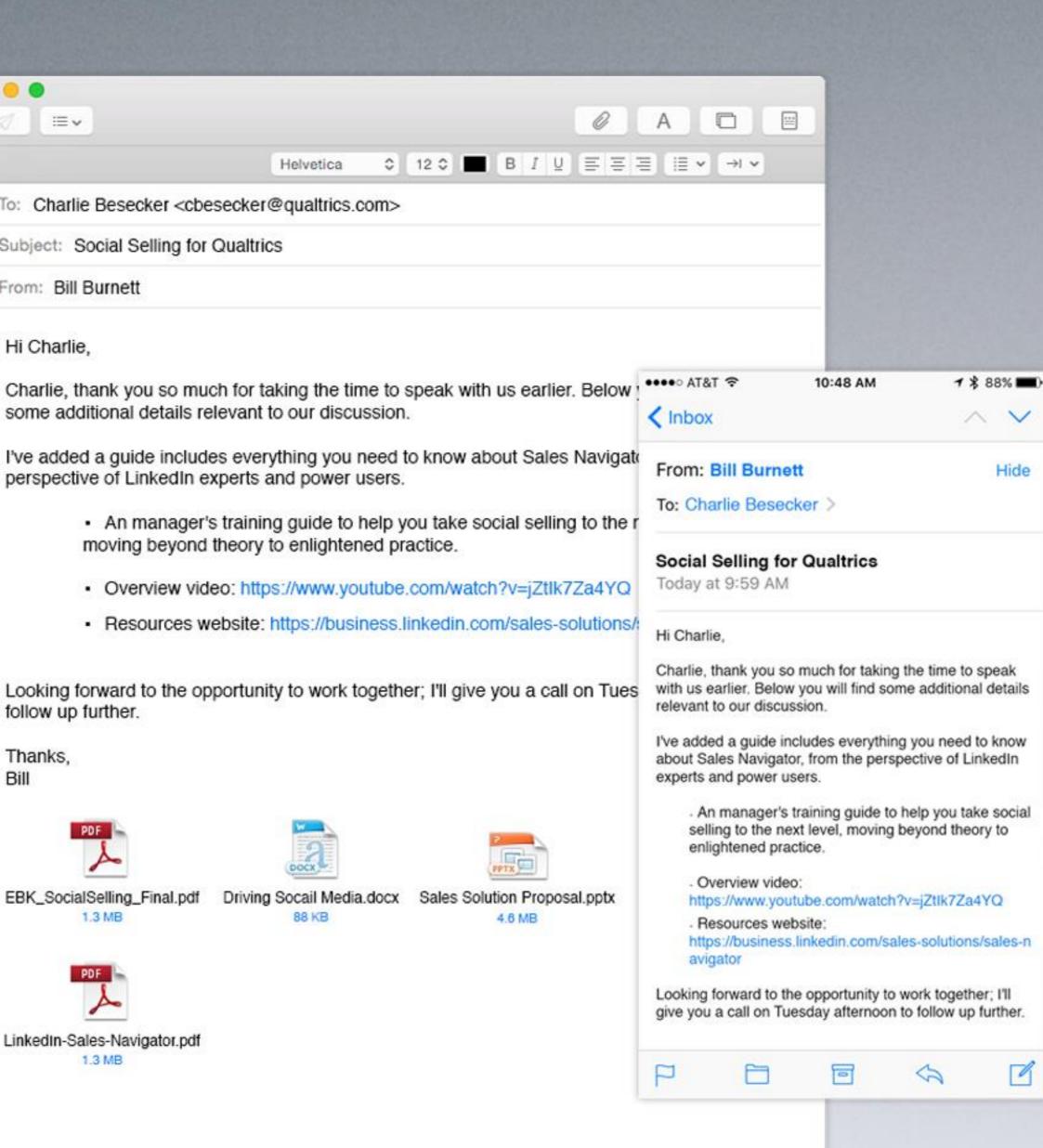


EBK_SocialSelling_Final.pdf 1.3 MB

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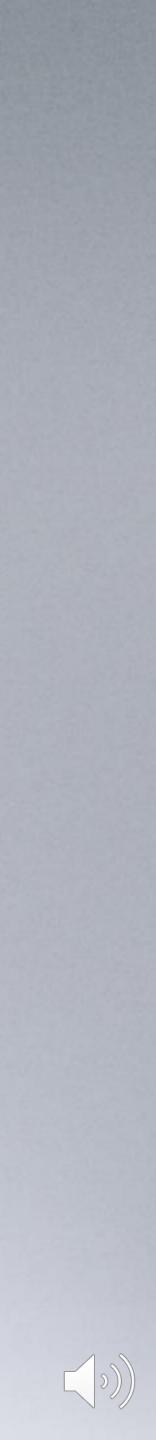


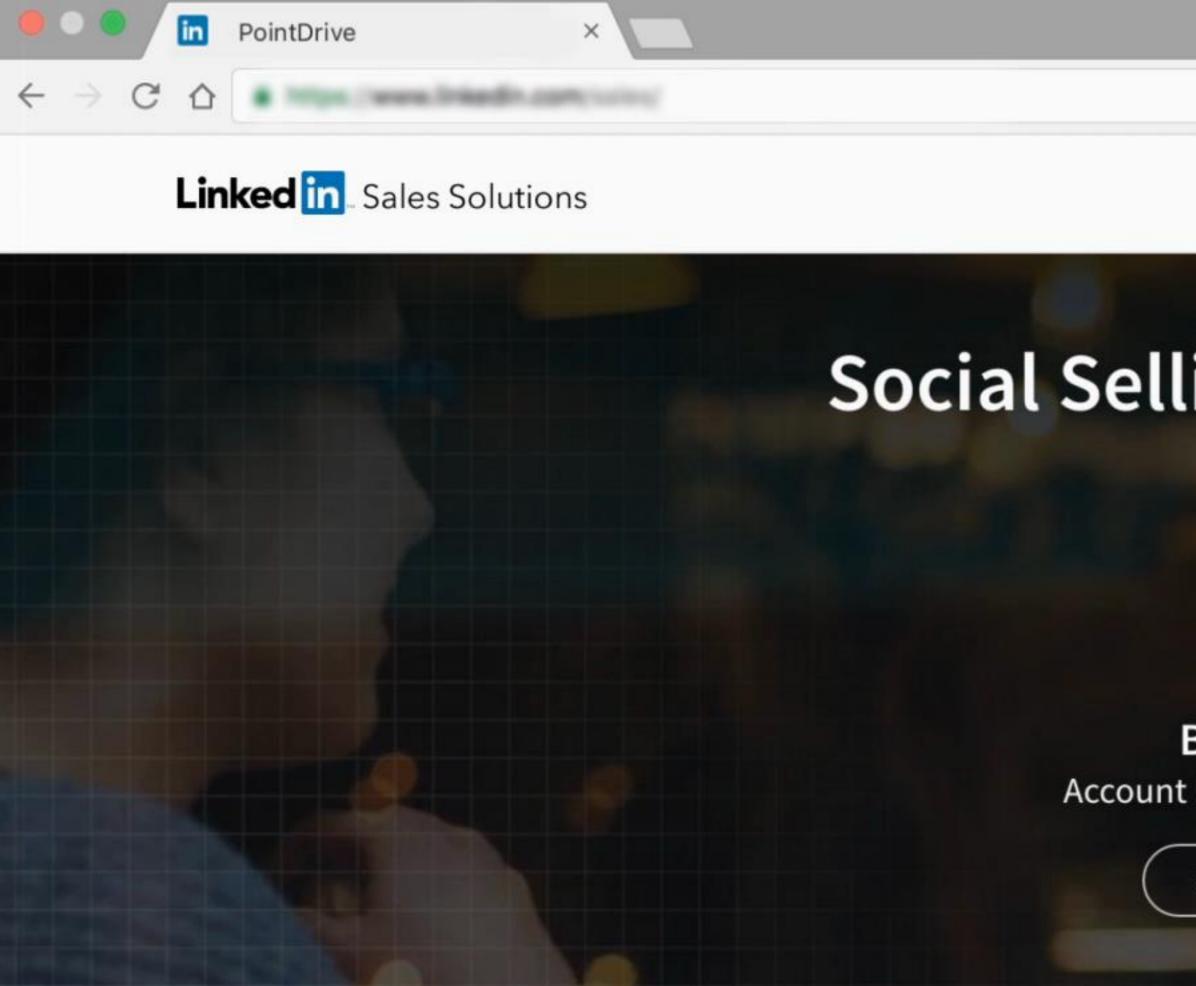
LinkedIn-Sales-Navigator.pdf 1.3 MB



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Charlie, thank you so much for taking the time to speak with us earlier. Below you will find some

Demo: please see video

÷	Contact)(+	Forward

Social Selling for Qualtrics



Created by: Bill Burnett Account Executive at LinkedIn

🕿 Email me



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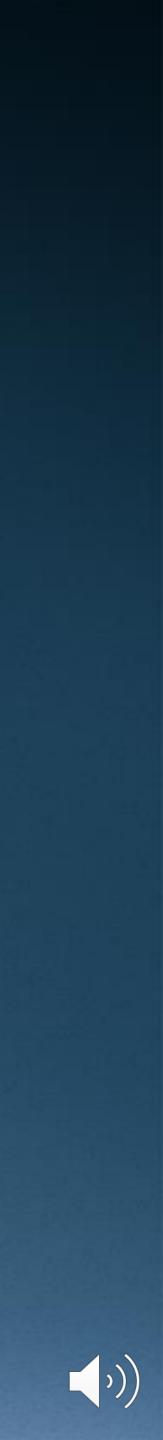
PointDrive pricing







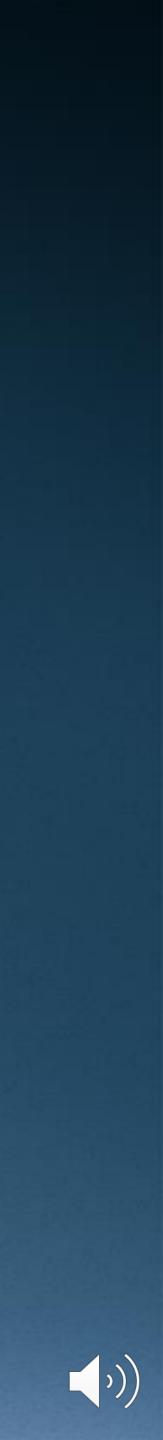




PointDrive pricing







New search filters

InMail 2.0

CRM partner program

PointDrive



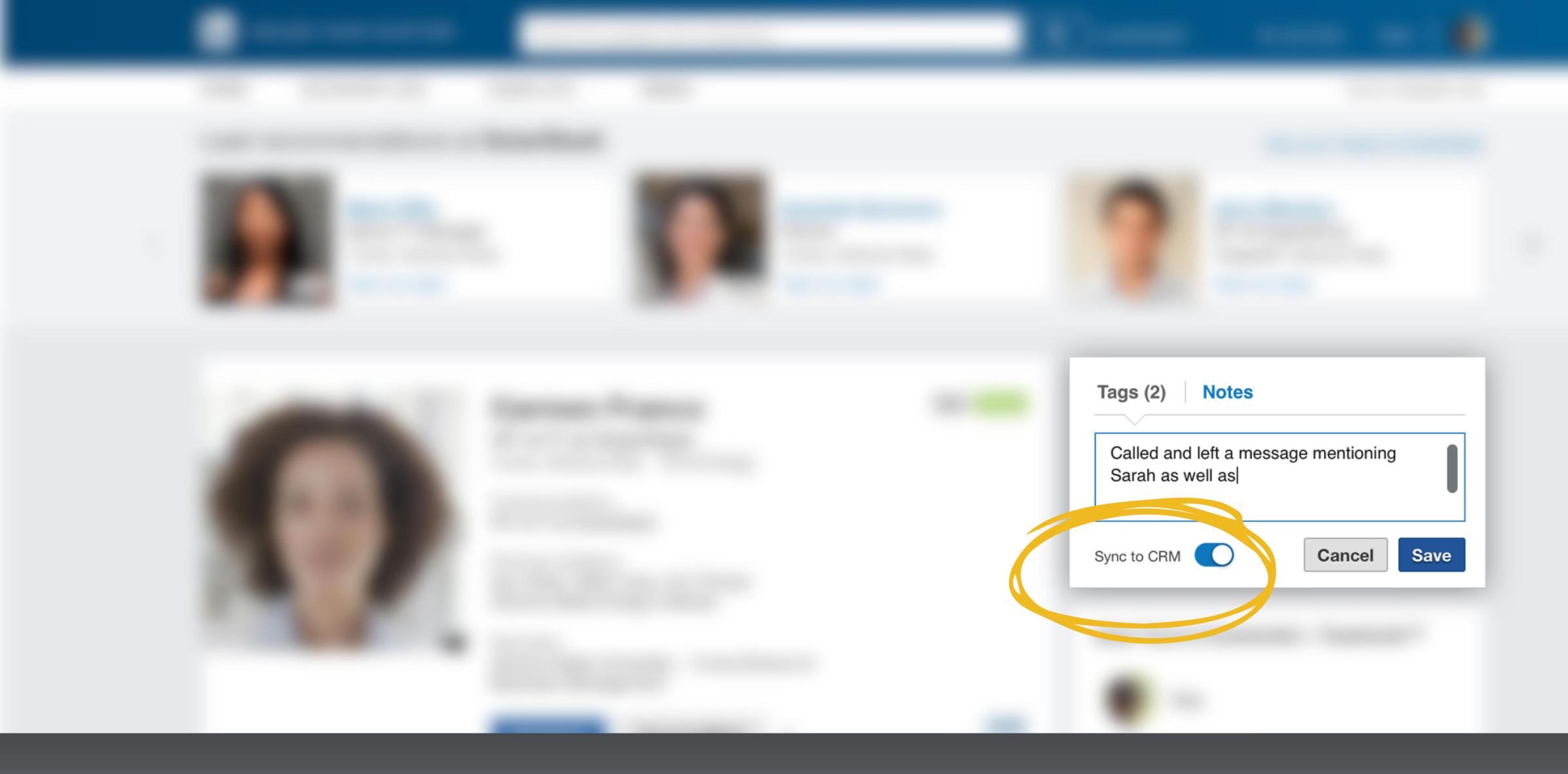
One more thing...



Announcing

Writing data to CRM





Demo: please see video





New InMail - John Doe

Meeting Request

Hi John

I see we both know Matt, he really knows his stuff when it comes to B2Bmarketing and sales. I would love to grab 15 minutes with you next week to seehow SolarSlash could help you achieve your goals for this quarter. Oh and thank you for sharing the article on the Solar100, great to see you doing so well.

Carmen Hernandez VP at SolarSlash

Shared connection



Matt Stopher · 1st Head of Marketing at Ventofase

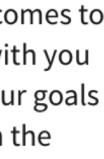
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Sync to CRM















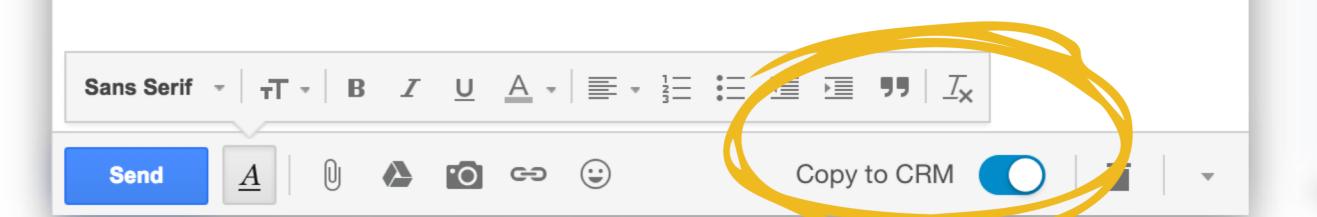
Carmen Hernandez

SolarSlash payment automatic

Hi Carmen,

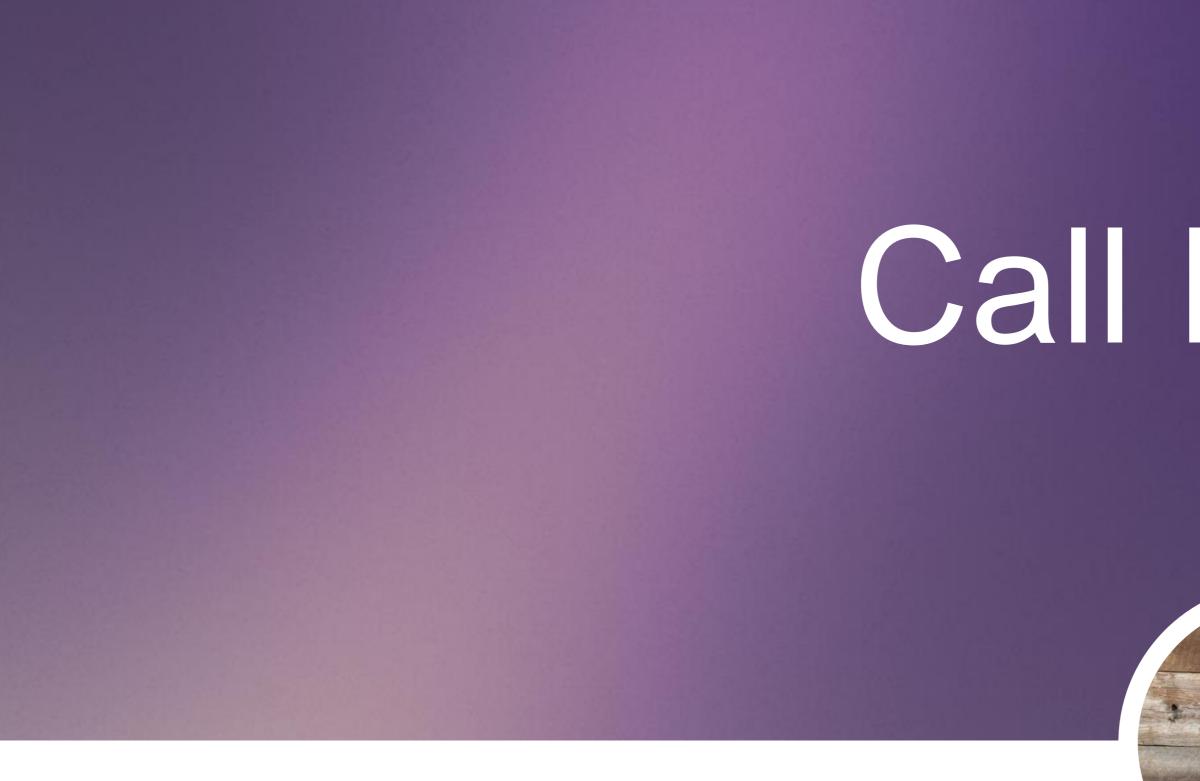
Glad you and your team found the presentation useful! I'll follow up with you early next week to see when you'll be ready for an onsite demo.

Jane Murphy ezpay.com | 415.555.1928



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Alex Chiocchi Technical Program Manager, LinkedIn

Call logging

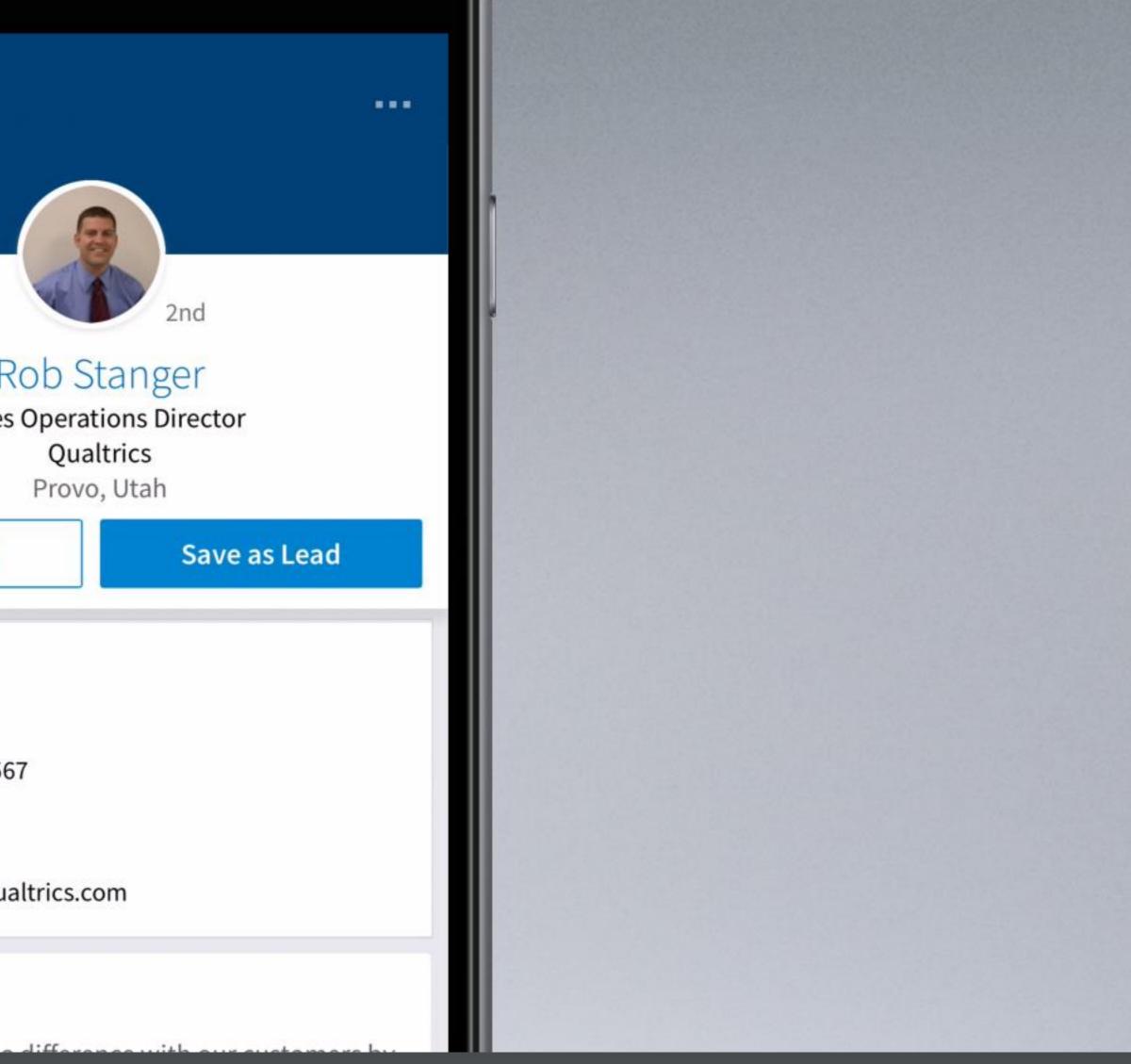






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Sales	
Send InMail	
Contact Info	
Telephone: (321)-123-456	
E-Mail: rstanger@qua	
Summary	

Demo: please see video





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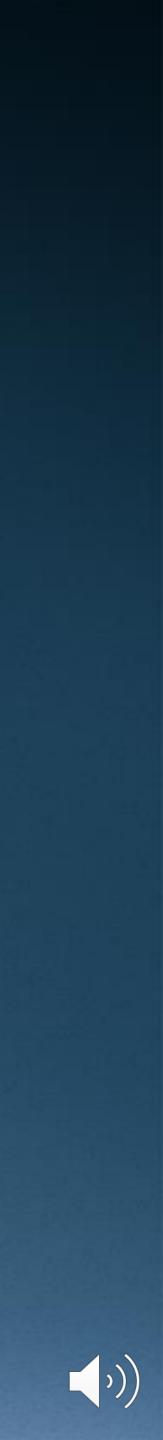


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Manager Reporting Bulk Seat Management SSI Update Single Sign On TeamLink Groups ROI Metrics TeamLink Workflow SFDC Lightning Widget New Search Filters Threaded Mobile Inbox Improved Lead Recommendations Search by Region New Lead Page New Account Page Search by State



Thank you

