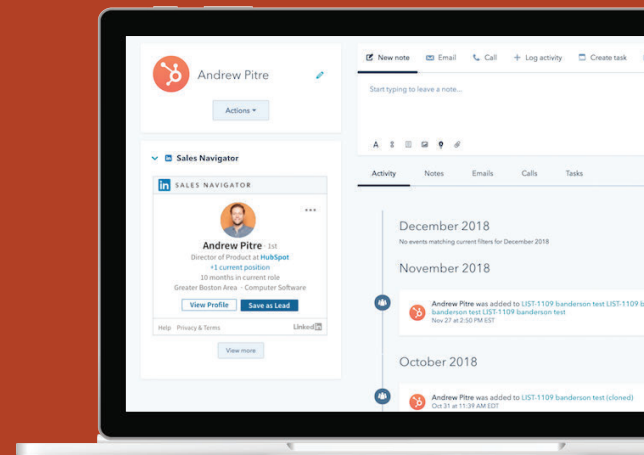


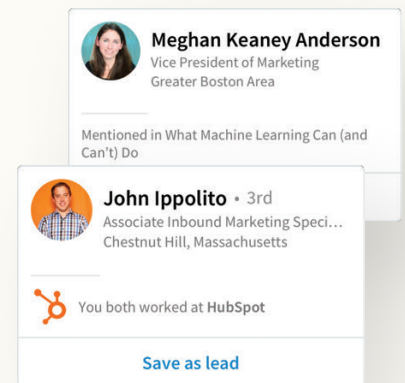


Bring the Power of LinkedIn Sales Navigator to HubSpot

LinkedIn Sales Navigator helps sales teams acquire new business, expand existing customer relationships, and maximize sales productivity. With the HubSpot-LinkedIn Sales Navigator integration you can unlock access to these tools directly from the HubSpot contact record.



With HubSpot for Sales Navigator, you can:



Engage your contacts with personalized outreach

With this integration, you'll gain access to helpful LinkedIn Sales Navigator features right from the contact record, including:

- InMail** Send InMail directly from the contact record
- Icebreakers** View shared connections, experiences, and interests.
- Get introduced** Ask a mutual connection for an introduction to your contact.
- Related leads** Quickly find other leads at the same company and add them to your Sales Navigator leads list.

Truly understand your key accounts

Learn more about the companies in your database, so you can get in touch with the right people at the right time, with all the right context.

With this integration, you'll see the following LinkedIn Sales Navigator information on your HubSpot company records:

- Recommended leads** With whom in the organization do you share connections or interests? Connect with them, and start your sales outreach there.
- Connections** Who are you already connected with in the organization, that you might reach out to?

Get started with LinkedIn Sales Navigator connected to HubSpot's software.
Visit <https://knowledge.hubspot.com/articles/ads/get-started-with-ads>.