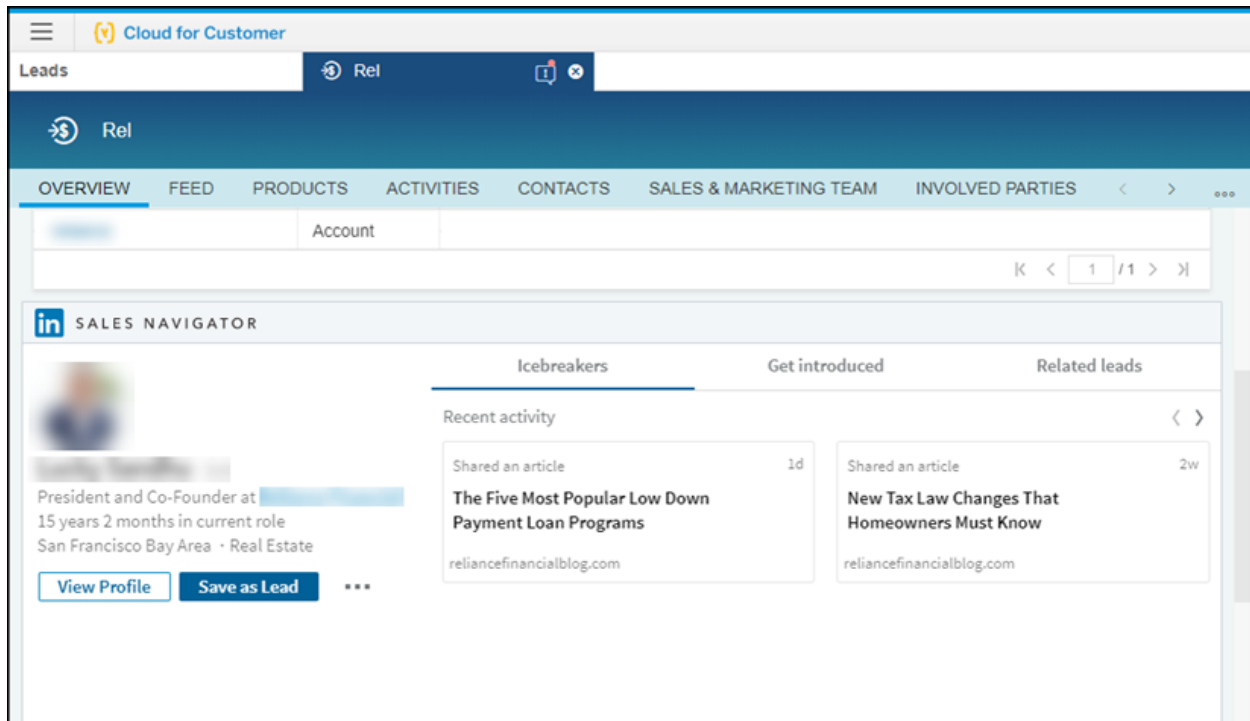


# Integrate with LinkedIn's Sales Navigator

Once Sales Navigator is enabled by your administrators, you can look up advanced LinkedIn information about an account or a contact for the leads and opportunities that you are working on.

Sales Navigator iframes are embedded in the overview and contacts tabs in your leads, opportunities, buying center, accounts, and contacts. In the overview tab, Sales Navigator gives you information about the company. When a contact is selected, Sales Navigator shows you a profile about the person. You may see your contacts' recent activities and find a topic of interest to help you start a conversation with your prospects. Or, you may find someone you know to introduce you directly to your potential customers.



Sales Navigator uses basic information such as first name, last name, email address, job title, and company name to find the correct company or person on LinkedIn. In case the result is not the one that you are looking for, you can further perform a search to find a match. For your contacts, the Save as Lead option in the iframe allows you to save the person as a lead in LinkedIn's Sales Navigator. Such leads are not recorded in SAP Hybris Cloud for Customer.

To use this feature, you must allow browser cookies from LinkedIn.

- In Google Chrome, go to Settings > Advanced > Privacy and security > Content settings > Cookies > Allow and add [\*.]linkedin.com.
- In Internet Explorer, go to Internet Options > Security > Trusted sites > Sites and add http://linkedin.com.

Note: You will have a Sales Navigator account to use this feature. However, if you have previously signed in to LinkedIn with a different account on your computer, you may be automatically signed in with that account. To re-login with the standard account, you need to first clear your previous browsing cookies.

## **Configure LinkedIn's Sales Navigator**

Administrators can enable Sales Navigator to allow users to look up LinkedIn information of an account or a contact.

Note: Sales Navigator Teams or Enterprise licenses are required from LinkedIn to use this feature.

Go to Business Configuration > Implementation Projects > Your Project > Edit Project Scope > Questions > Communication and Information Exchange > Integration with External Applications and Solutions > Integration with LinkedIn Sales Navigator to find the corresponding scoping question.