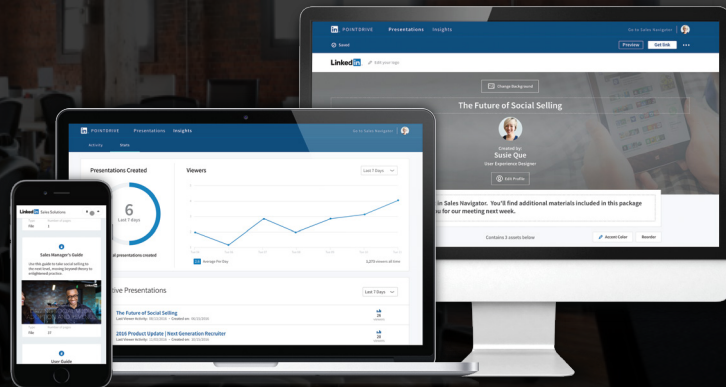




SALES NAVIGATOR

Streamline your sales communications with **PointDrive**



Your buyers receive countless amounts of information over email every day. Most of this email volume comes from sales reps, who are sending proposals, presentations, training materials, contracts, case studies, and more.

Unfortunately, you are sending them emails too. That's a problem for you because:



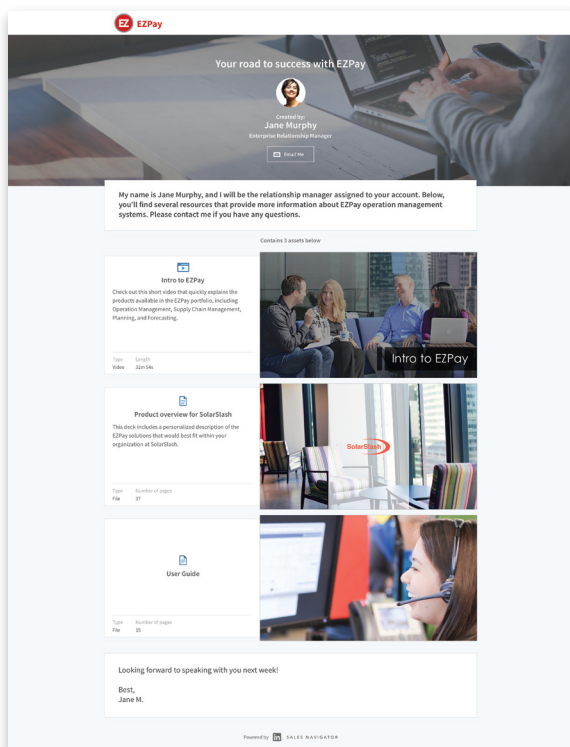
Your message might lack presentation value with dense text and attachments.



You lose control of the narrative when buyers start forwarding your attachments.



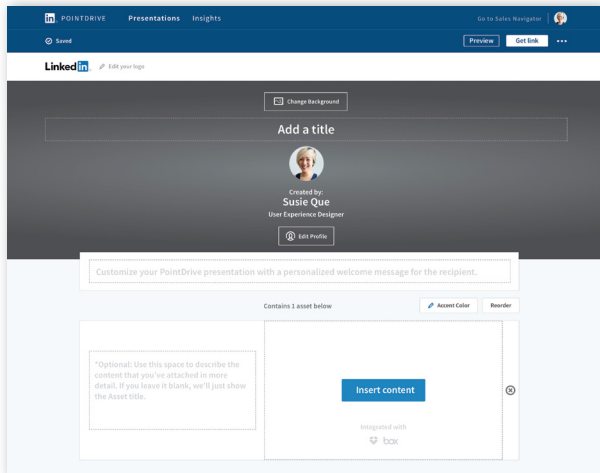
You have no visibility into who is viewing your content and what files they're looking at.



It's more important than ever to enable your decision makers and champions with the right content and message to cascade internally. PointDrive is the new way for sellers to engage buyers and receive real time insights into how they are consuming content.

With PointDrive, you can attach sales content -- including PowerPoint decks, PDFs, URLs, and videos -- to one, organized, professional presentation. When you share with your buyers, they have the ability to view the personalized content in a format that works on any device. Later, you'll be able to track viewer activity to better gauge intent and follow up more effectively.

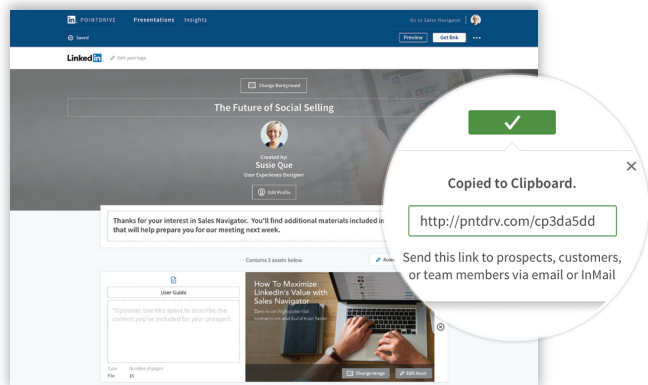
No email attachments buried in conversation threads. No wondering if the prospect has reviewed the presentation deck or demo video. You can take control of the sales process with PointDrive, now integrated with LinkedIn Sales Navigator.



Create

Build a customized presentation for your buyer by adding relevant content and a personalized message.

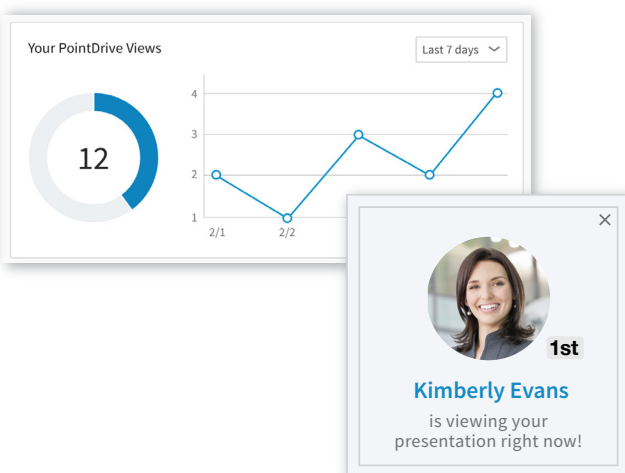
Add new files and attachments throughout the client lifecycle.



Share

Send your PointDrive presentation to buyers by including the link in InMail and email messages.

Share presentations with your team so colleagues can view and copy your presentations to send to their own buyers.



Track

Receive notifications when a new viewer interacts with your content, and review activity to gauge their interest and follow up more effectively.

Identify other key stakeholders at the account when your presentation is forwarded to new viewers.

Learn more at sales.linkedin.com