

Maximize Productivity with LinkedIn Sales Navigator and Gong

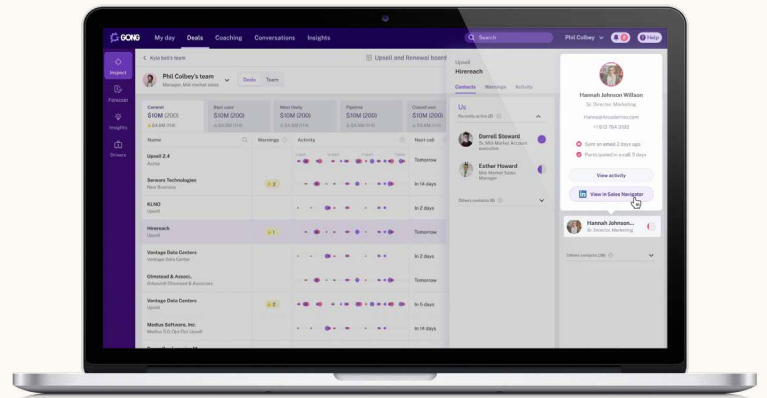


LinkedIn Sales Navigator helps sales teams target the right buyers, understand key insights, and engage with personalized outreach. With the Gong and LinkedIn Sales Navigator integration, sellers can quickly review important lead or account information directly in Gong, eliminating the need to toggle between platforms.

Easily identify key stakeholders to build multi-thread opportunities

With this integration, you'll gain access to helpful LinkedIn Sales Navigator information directly in Gong, including:

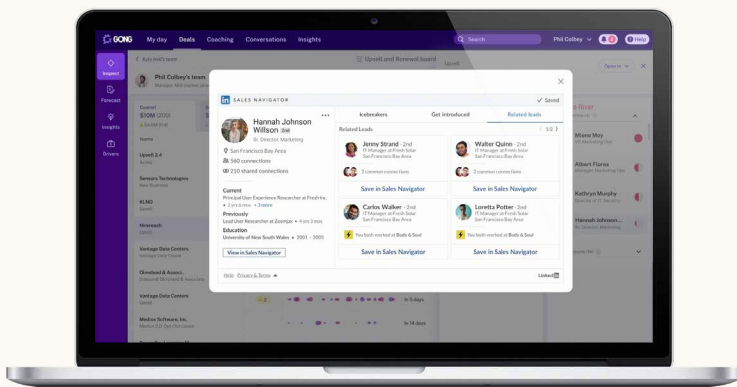
- **InMail:** Send InMail directly to the contact from within Gong.
- **Icebreakers:** View shared connections, experiences, and interests.
- **Get introduced:** Ask a mutual connection for an introduction to your contact.
- **Related leads:** Quickly find other leads at the same company and add them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



Save time with a streamlined view of prospect details

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 Gong 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?



* Embedded Profiles are available with Available on Advanced and Advanced Plus.

Get Started with LinkedIn Sales Navigator for Gong
Visit <https://business.linkedin.com/sales-solutions/partners/find-a-partner/gong>