

Sugar Connector For LinkedIn Sales Navigator

in SALES NAVIGATOR

Top card

Icebreakers

Bridge The Gap Between Sugar & LinkedIn Sales Navigator

Standardize All Sales Activity

LinkedIn Sales Navigator is a powerful prospecting tool empowering sales reps to intelligently target and engage with their prospects. With the Sugar Connector For LinkedIn Sales Navigator, no longer does this powerful sales tool have to be separate from their CRM. Reps can now standardize all sales activity to within Sugar saving them valuable time from having to toggle back and forth between applications. Target, engage, and close all within the same screen.

How It Works

Available as a dashboard in an account, lead, or contact record - the connector provides all relevant information about the account or prospect. Profile information is available in the business card view from basic account information to roles and work history of a prospect.

Identify commonalities between the you and your prospect through the icebreakers tab. Leverage your organization's network by discovering Related Leads powered by LinkedIn Sales Naviagator's TeamLink functionality, and stay informed with up to date account information in the News tab.

*Users must have a LinkedIn Sales Navigator Team or Enterprise License

Mark Weitzel . 2nd Senior Director, Worldwide ISV Alliances at SugarCRM 3 years in current role Raleigh-Durham, North Carolina Area · Information Technology and View Profile Save as Lead in SALES NAVIGATOR ✓ Saved Top card Recent updates () SugarCRM shared an update Help Privacy & Terms 4 Areas Your CRM Platform Needs to Excel In sugarcrm.com SugarCRM shared an update Working with Sugar Studio (virtual, 3-hour class) -SugarCRM bit.ly

Get Started Today

Contact your SugarCRM Sales Representative, Reseller Partner, or visit sugarexchange.sugarcrm.com to learn more about the Sugar Connector For LinkedIn Sales Navigator.

Help Privacy & Terms

Linked

US HEADQUARTERS

10050 North Wolfe Road | SW2-130 Cupertino, CA 95014 T: +1 408.454.6900 | F: +1 408.873.2872 www.sugarcrm.com

GLOBAL OFFICES

North America Cupertino, New York, Raleigh Europe London, Minsk, Munich Latin America Mexico City, Sao Paulo Asia-Pacific Hong Kong, Sydney

SALES NAVIGATOR
APPLICATION PLATFORM

Copyright © SugarCRM, Inc. All rights reserved. SugarCRM and the SugarCRM logo are registered trademarks of SugarCRM, Inc. in the United States, the European Union and other countries.