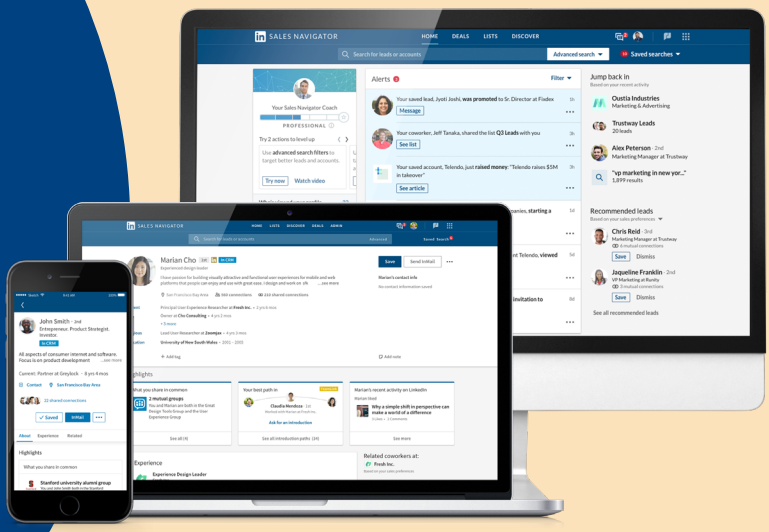
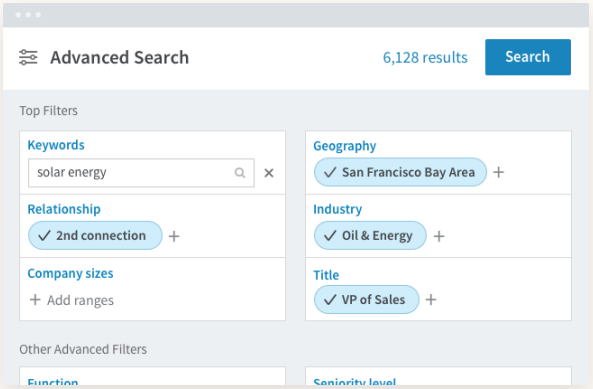
LinkedIn SALES NAVIGATOR

Build and Nurture Trusted Customer Relationships

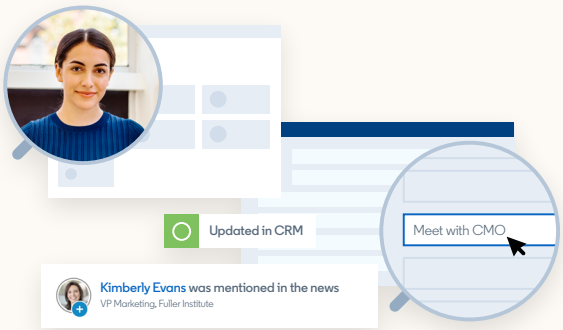
that Lead to Increased Sales Performance





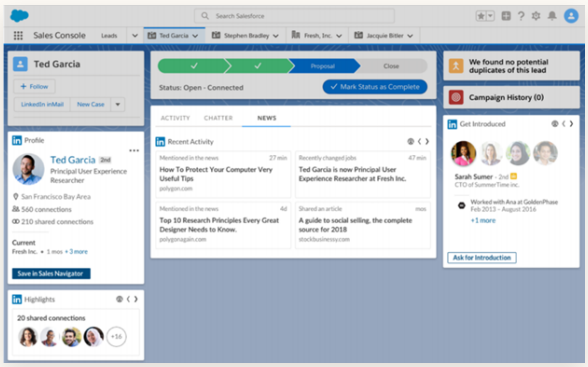
Acquire new business

- Grow faster by leveraging your company network for warm introductions
- Enter new markets identified through 20+ Advanced Search filters
- Beat competitors to prospects with daily Lead Recommendations



Expand existing customer relationships

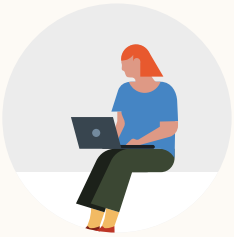
- Retain customers by staying on top of their role changes and milestones
- Up-sell and cross-sell by identifying where accounts are growing or have the right fit
- Reach new buyers at customer accounts found through powerful Lead Search



Maximize sales productivity

- Increase sales effectiveness by integrating with your sales stack
- Improve data quality for better decision-making by syncing with your CRM
- Coming soon Pursue the highest value market opportunities with LinkedIn Sales Insights

Choose the Sales Navigator edition that's right for you



Professional

For sales professionals who want to individually tap into LinkedIn's network to increase pipeline and find more leads

Team

For sales teams who want to harness the power of their shared network to build client relationships

Enterprise

For sales organizations who want to take full advantage of LinkedIn and their expanded company network to build client relationships

	Professional	Team	Enterprise
InMails per month	20 / month	30 / month	50 / month
Saved leads	1,500	5,000	10,000
Advanced search	✓	✓	✓
Email integrations (Gmail, Outlook Web)	✓	✓	✓
Lead & account recommendations	✓	✓	✓
Job change alerts	✓	✓	✓
Prospect & company news alerts	✓	✓	✓
Custom lists	✓	✓	✓
Shared lists		✓	✓
Out-of-network unlocks		25 / month	25 / month
Partner integrations		✓	✓
CRM integrations		✓	✓
Buyer Circle		✓	✓
Intent alerts		Organic	Sponsored
Warm introductions through TeamLink		Team network	Company network
Reporting & admin functionality		Basic	Enterprise grade
SSO			✓

Learn more at sales.linkedin.com

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