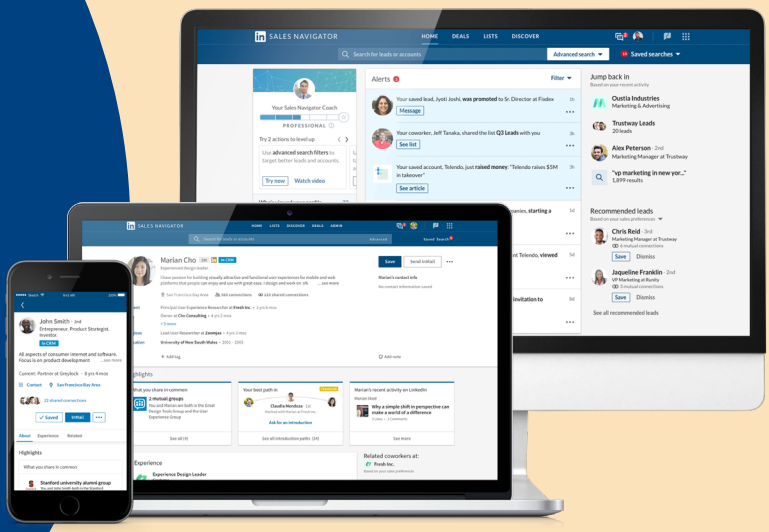
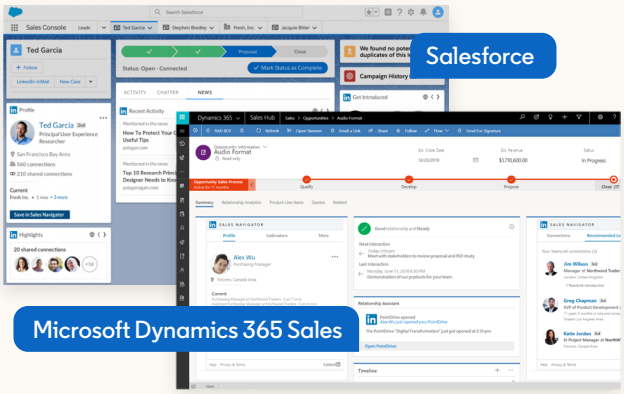
LinkedIn Sales Navigator

Build and Nurture Trusted Customer Relationships

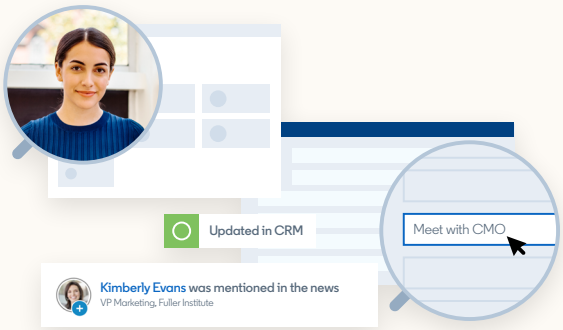
that Lead to Increased Sales Performance





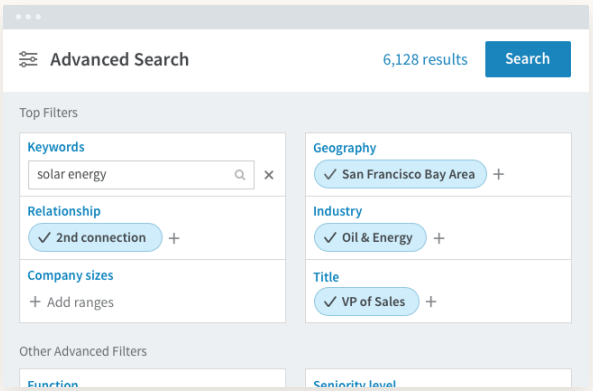
Empower talent

- 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



Strengthen customer relationships

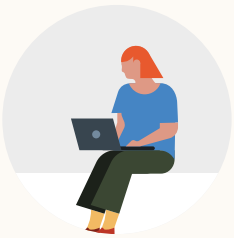
- Prioritize the accounts that matter most with up-to-date account and contact information
- Protect relationships by monitoring decision maker job changes, news, and other alerts
- Multithread relationships across the business to deeply understand needs and uncover opportunities to cross and upsell



Acquire new opportunities

- 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

Choose the Sales Navigator edition that's right for you



Professional

Individually tap into LinkedIn's network to increase pipeline and find more leads

Team

For sales teams to harness the power of their shared networks to build relationships

Enterprise

For organizations to take full advantage of LinkedIn and their expanded networks

	Professional	Team	Enterprise
InMails per month	20 / month	30 / month	50 / month
Saved leads	1,500	5,000	10,000
Advanced search	✓	✓	✓
Email integrations (Outlook Web)	✓	✓	✓
Lead & account recommendations	✓	✓	✓
Job change alerts	✓	✓	✓
Prospect & company news alerts	✓	✓	✓
Custom lists	✓	✓	✓
Shared lists		✓	✓
Smart Linked presentations		✓	✓
Out-of-network unlocks		25 / month	25 / month
CRM & Partner integrations		✓	✓
Contact creation for CRM			✓
Analytics Integration for Usage Data			✓
Data Validation for CRM			✓
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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