HUBSPOT SALES

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Bring useful information about the contacts and companies you work with to your inbox (and everywhere you go) with HubSpot Sales.

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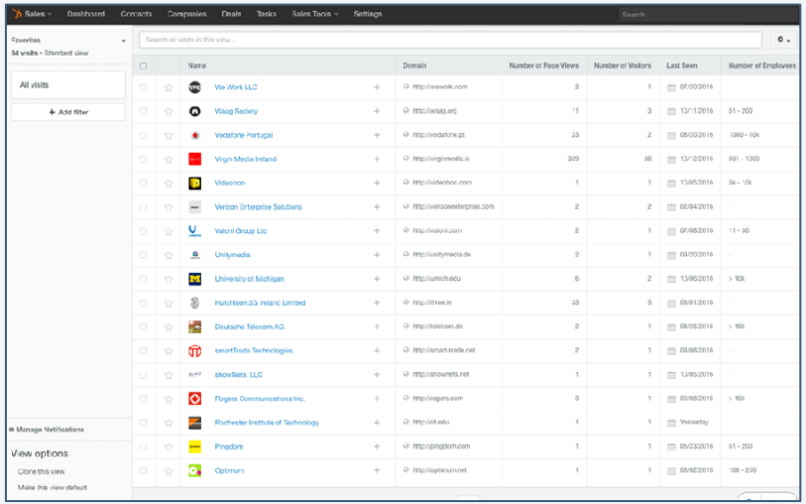
HUBSPOT CRM

Say goodbye to manual tasks and confusing features. HubSpot CRM is the-easy-to use CRM system your sales team will love.

PROSPECTS



PROSPECTS

Identify engaged prospects and focus on closing the warmest leads.

Track prospects' visits to your site in real time, determine which companies are the most engaged, and set up custom email notifications for your team.

Sort prospects using dozens of different filtering criteria like geography, company size, number of visits, and more.

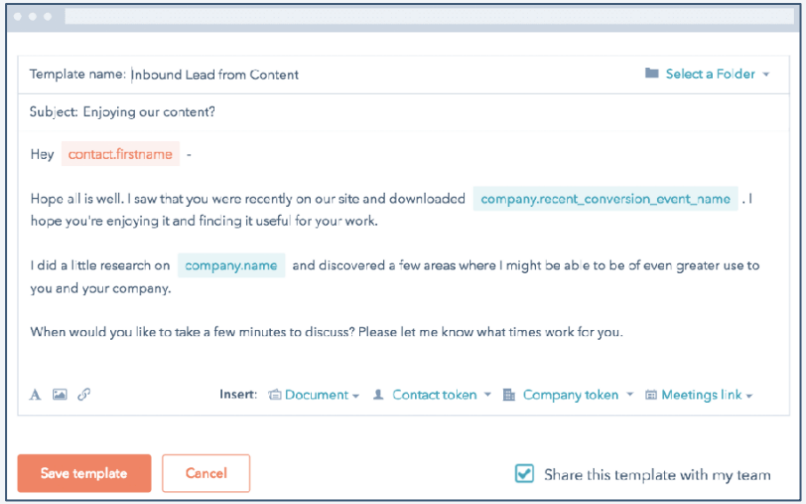
63%

of prospects are "somewhat" or "not at all" knowledgeable about a company before a sales rep makes the first contact.

43%

of salespeople struggle most with prospecting.

TEMPLATES & EMAIL TRACKING



TEMPLATES

Identify your best-performing emails.

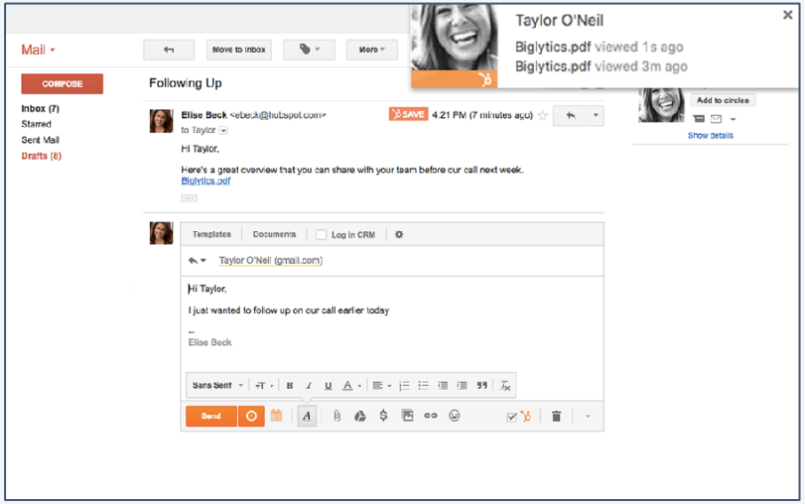
Personalize messages extremely quickly so you see what is performing the best. Close more deals by sharing your best email templates with your entire team.

EMAIL TRACKING

Use notifications to follow up seconds after a lead opens an email, clicks a link, or downloads an important document. Our built-in activity stream automatically logs each lead's email actions inside your browser or HubSpot Sales.

Open, click, and reply data helps you hone in on which email templates and sequences are most effective.

DOCUMENT TRACKING



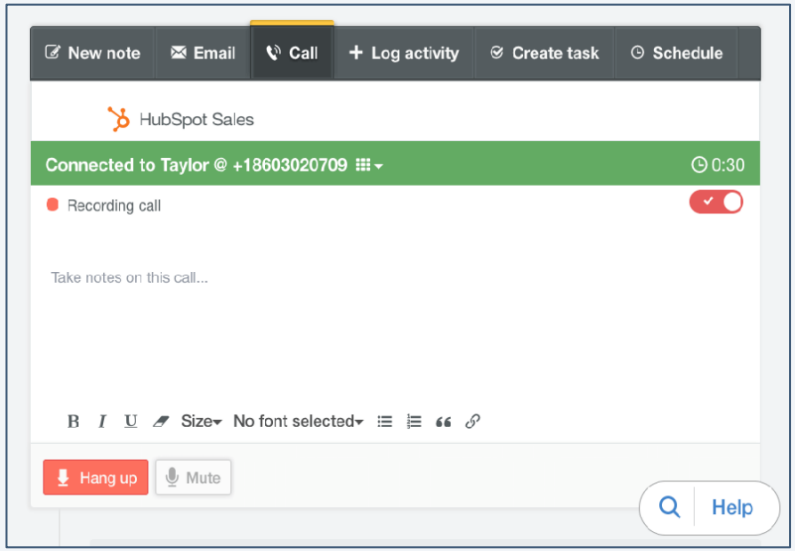
DOCUMENT TRACKING

Know what content closes deals.

Build a library of helpful sales content for your entire team, share documents right from your Gmail or Outlook inbox, and see which content closes deals.

When a lead clicks an email link to open your document, or shares it with a colleague, we'll notify you instantly on your desktop. Get aggregate data about how your sales content is helping to move your sales process forward.

CALL TRACKING

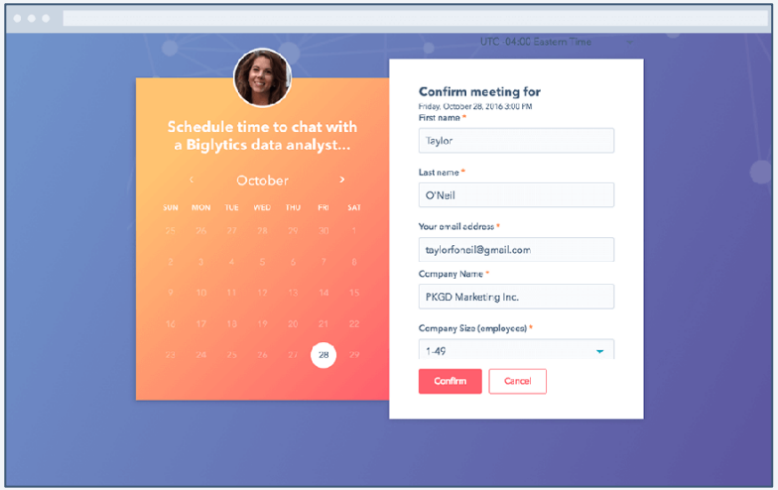


CALL TRACKING

Spend less time dialing and more time selling.

Use data from your HubSpot CRM to prioritize your best calls, and set up a daily calling queue. Just one click connects you to a prospect through Voice Over IP or your desk phone.

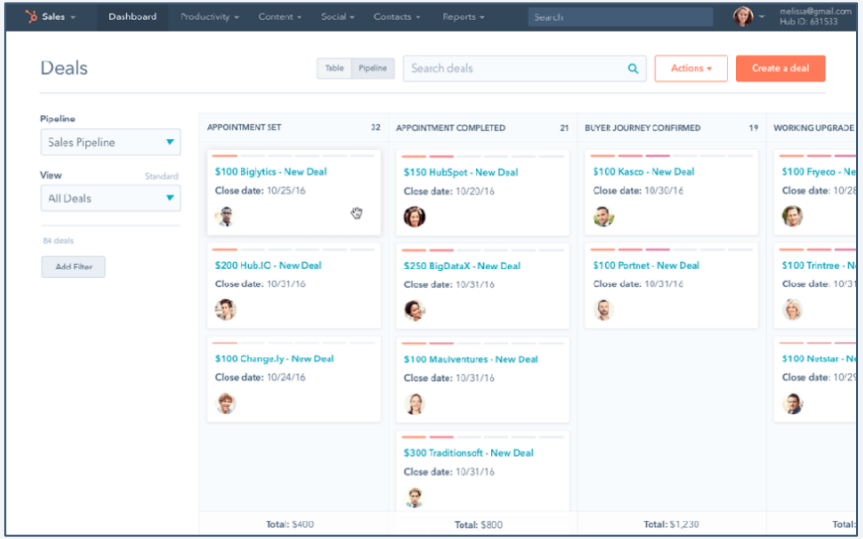
MEETINGS



MEETINGS

Put the power to book meetings in the hands of your prospects. Meetings sync to your Google or Office 365 calendar, so your schedule is always up-to-date. As prospects book meetings, automatically create new records or log the activity in your CRM.

HUBSPOT CRM



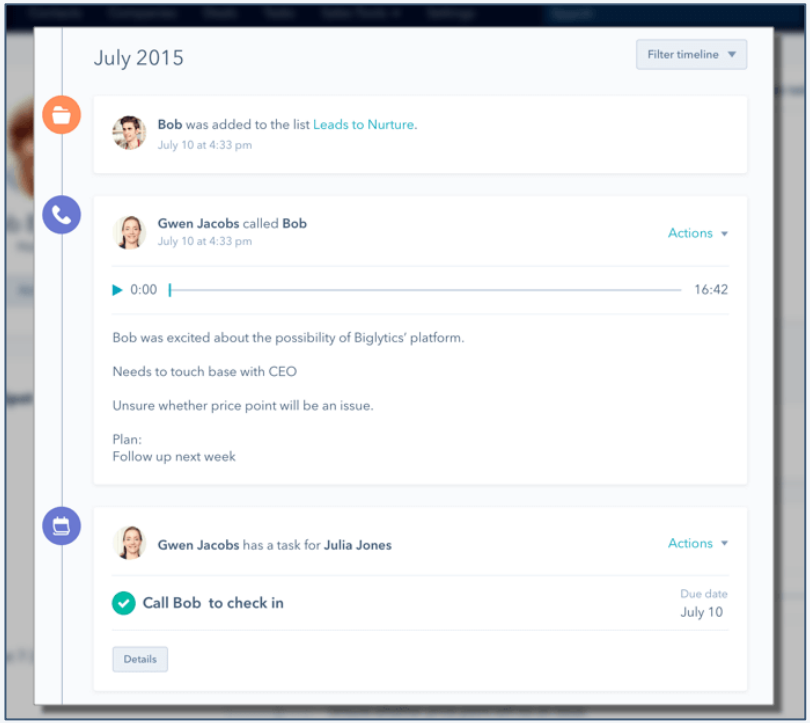
HUBSPOT CRM

Get an up-to-the-minute view of your entire sales funnel on a clean, visual dashboard. Create new deals with a single click, then drag and drop them from stage to stage as they progress.

You can sort deals won and lost, appointments scheduled, and contracts sent over any time period. Plus, track performance against quotas you set.

Sort deals by name, owner, amount, or stage with custom filters for actionable intel in a fraction of the time.

HUBSPOT CRM



HUBSPOT CRM

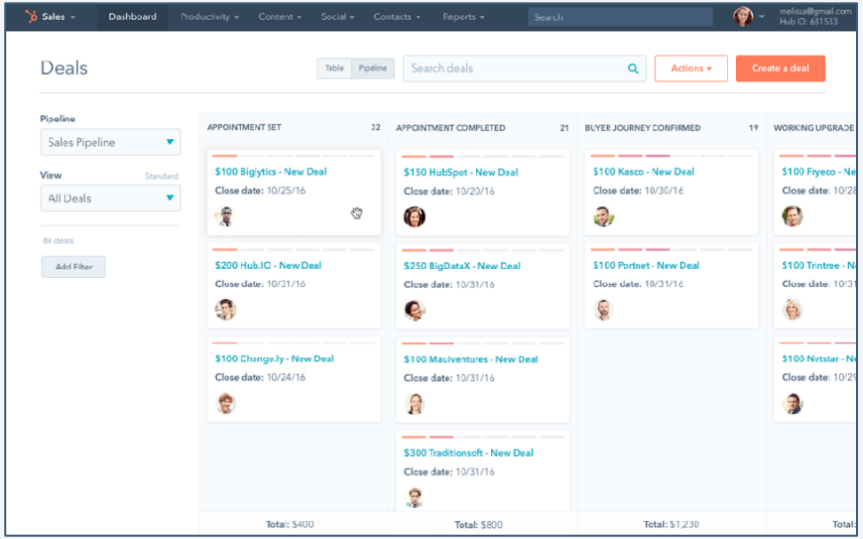
See everything about a lead in one place.

Go way beyond names and job titles. Every interaction with a lead is stored in a tidy timeline, including calls, emails, meetings, and notes.

You'll never need to dig through a messy inbox or spreadsheet to figure out where a relationship left off.

Sync up with HubSpot Marketing, and you'll know which content your lead has consumed so you can personalize your approach.

HUBSPOT CRM



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ONBOARDING & SUPPORT

IMPLEMENTATION SPECIALISTS

Implementation Specialists provide guidance in technical setup and initial execution of the HubSpot platform tool set.

ACADEMY

HubSpot Academy provides free inbound marketing, inbound sales, and HubSpot product training. You'll find certification courses, projects, videos, help articles, and many other types of educational content.

Use Academy to train yourself, your team, and to grow your business.

CUSTOMER SUCCESS

A Customer Success Manager will be your resource to drive value through inbound strategy development.

PROFESSIONAL SERVICES

HubSpot Professional Services offers a full suite of training and consulting options to help you maximize your results with HubSpot. Our offerings include everything from group training to highly personalized 1:1 consulting with an inbound or technical expert.

SUPPORT

HubSpot Support is always available to assist with any questions you and your team have related to using HubSpot. They can be reached via phone, email and directly in-app for all paid customers.

ONBOARDING & SUPPORT

Unlimited phone and email support for ALL customers, for life

Search the Knowledge Base for user guides and help docs

Connect with other HubSpot users through the HubSpot Forums or User Groups

Log and manage in-app support tickets

*Not applicable for our free or Starter tools

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