

HUBSPOT SALES



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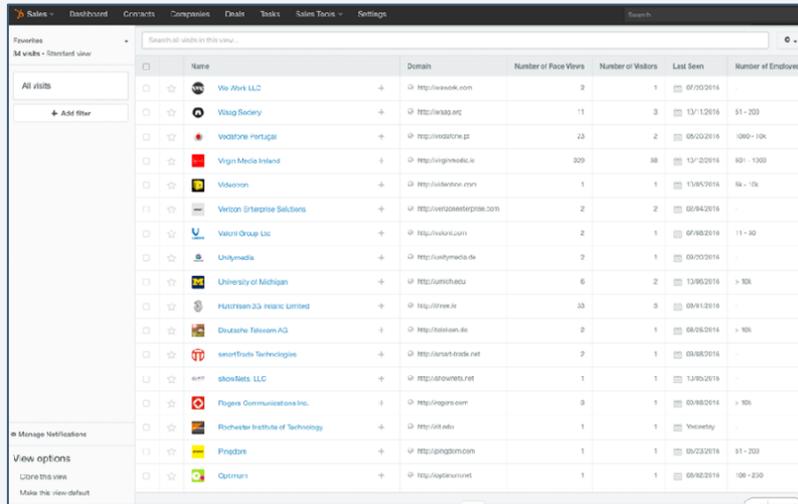
Bring useful information about the contacts and companies you work with to your inbox (and everywhere you go) with HubSpot Sales.



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



Name	Domain	Number of Page Views	Number of Visitors	Last Seen	Number of Employees
Via Work LLC	http://viawork.com	9	1	07/02/2016	
Wag Security	http://wag.etc	11	3	13/12/2016	\$1-200
Vodafone Portugal	http://vodafone.pt	23	2	09/02/2016	1000+ 10k
Virgin Media Ireland	http://virginmedia.ie	209	88	13/12/2016	801-1000
Midaxon	http://midaxon.com	1	1	13/05/2016	5k-10k
Verizon Enterprise Solutions	http://verizonenterprise.com	2	2	05/04/2016	
Valcom Group Ltd	http://valcom.com	2	1	07/08/2016	11-50
Unimmedia	http://unimmedia.de	2	1	09/02/2016	
University of Michigan	http://umich.edu	6	2	13/06/2016	> 50k
Hutchinson 3.3 Wireless Limited	http://h3w.ie	33	9	09/11/2016	
Deutsche Telekom AG	http://telekom.de	2	1	08/05/2016	> 50k
searfish Technologies	http://searfish.net	2	1	03/08/2016	
showbits LLC	http://showbits.net	1	1	13/05/2016	
Phogus Communications Inc.	http://phogus.com	9	1	03/08/2016	> 50k
Rothacker Institute of Technology	http://rit.edu	1	1	Yesterday	
Pringdon	http://pringdon.com	1	1	09/02/2016	\$1-200
Optimum	http://optimum.net	1	1	09/02/2016	10k-25k



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.

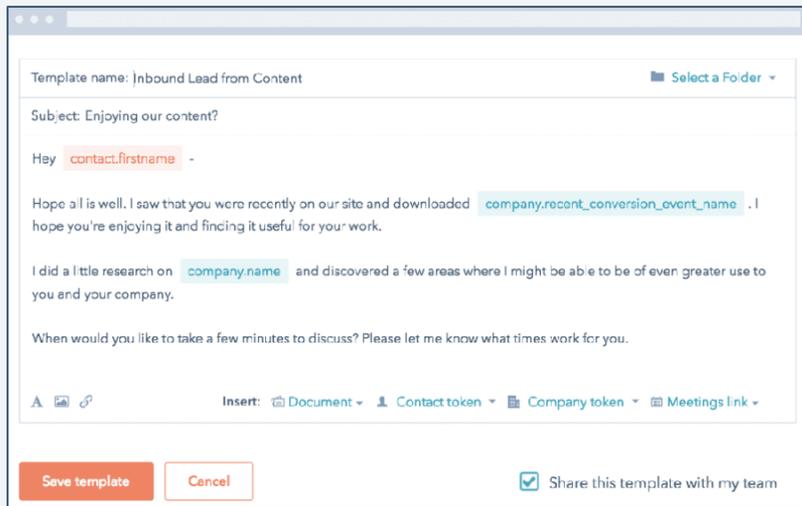
63%

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



The screenshot shows an email template editor window. At the top, it displays 'Template name: Inbound Lead from Content' and a 'Select a Folder' dropdown. Below this is the 'Subject' field with the text 'Enjoying our content?'. The main body of the email contains several lines of text with dynamic content tokens: 'Hey **contact.firstname** -', 'Hope all is well. I saw that you were recently on our site and downloaded **company.recent_conversion_event_name**. I hope you're enjoying it and finding it useful for your work.', 'I did a little research on **company.name** and discovered a few areas where I might be able to be of even greater use to you and your company.', and 'When would you like to take a few minutes to discuss? Please let me know what times work for you.' At the bottom, there is an 'Insert' menu with options for Document, Contact token, Company token, and Meetings link. Two buttons, 'Save template' and 'Cancel', are located at the bottom left, and a checkbox labeled 'Share this template with my team' is at the bottom right.



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.

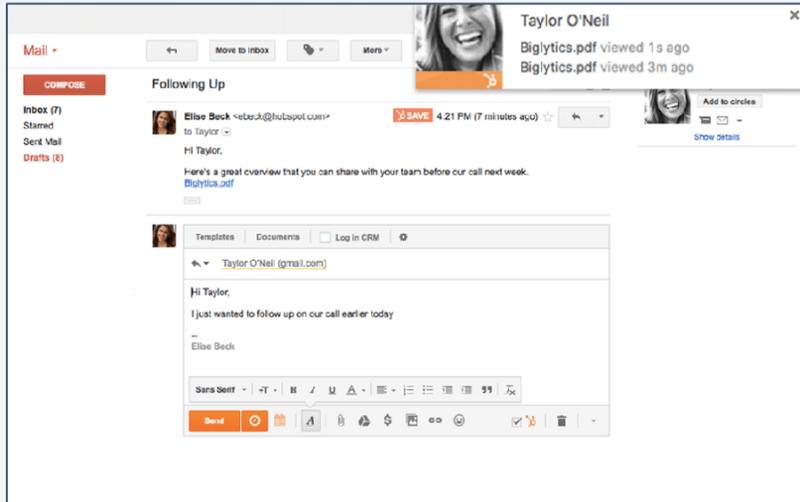


EMAIL TRACKING

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



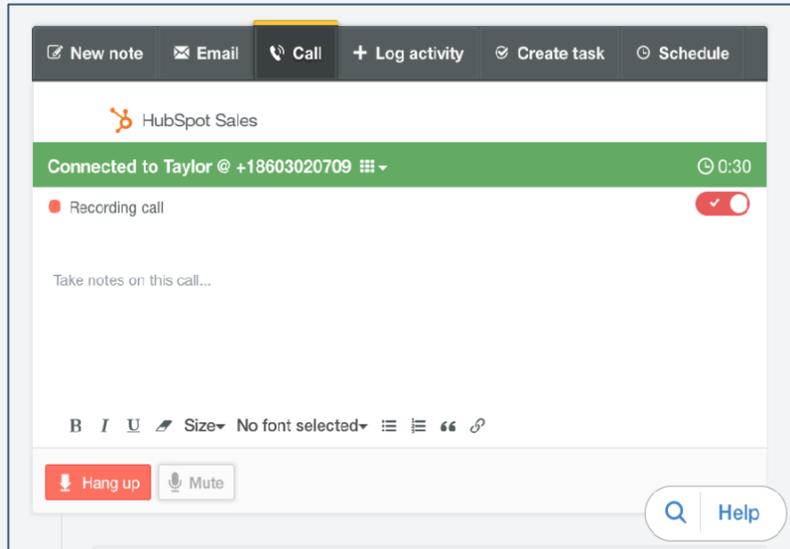
DOCUMENT TRACKING

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



The screenshot shows the HubSpot CRM interface during a call. At the top, there is a navigation bar with buttons for 'New note', 'Email', 'Call', '+ Log activity', 'Create task', and 'Schedule'. Below this, the HubSpot logo and 'HubSpot Sales' are visible. A green status bar indicates 'Connected to Taylor @ +18603020709' with a timer showing '0:30'. A red dot and the text 'Recording call' are present, along with a toggle switch that is currently turned on. Below the status bar, there is a text input field with the placeholder 'Take notes on this call...'. At the bottom of the interface, there is a rich text editor toolbar with options for bold (B), italic (I), underline (U), link, size, font color, list, quote, and link. Below the toolbar are 'Hang up' and 'Mute' buttons. In the bottom right corner, there is a search icon and a 'Help' button.



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

UTC -04:00 Eastern Time

Schedule time to chat with a Biglytics data analyst...

October

SUN	MON	TUE	WED	THU	FRI	SAT
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

Confirm meeting for
Friday, October 28, 2016 3:00 PM

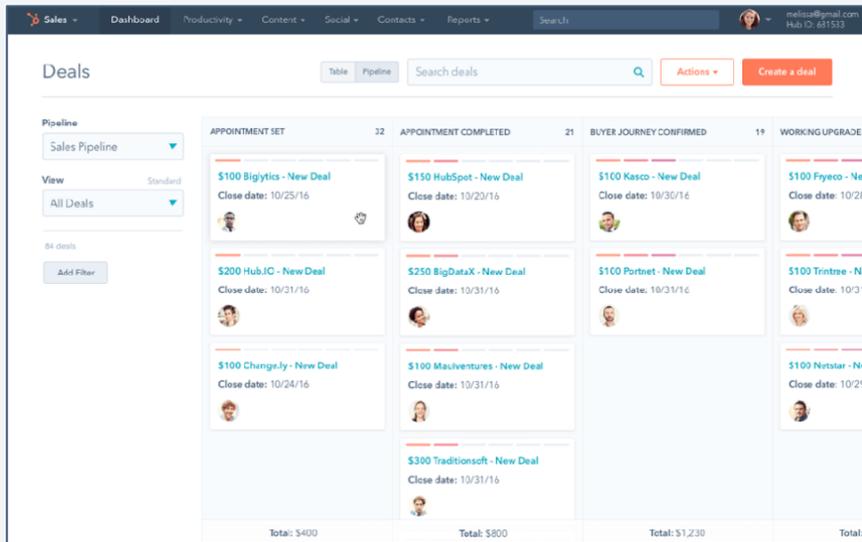
First name *

Last name *
Your email address *
Company Name *
Company Size (employees) *
 

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



The screenshot displays the HubSpot CRM 'Deals' dashboard. The top navigation bar includes 'Sales', 'Dashboard', 'Productivity', 'Content', 'Social', 'Contacts', and 'Reports'. The main header shows 'Deals' with a search bar and 'Actions' and 'Create a deal' buttons. The left sidebar contains filters for 'Pipeline' (Sales Pipeline), 'View' (All Deals), and 'Add Filter'. The main content area is a Kanban-style pipeline with four stages: 'APPOINTMENT SET' (32 deals), 'APPOINTMENT COMPLETED' (21 deals), 'BUYER JOURNEY CONFIRMED' (19 deals), and 'WORKING UPGRADE'. Each stage contains deal cards with details like deal name, amount, and close date. Totals for each stage are shown at the bottom: \$400, \$800, \$1,230, and Total.

Stage	Count	Total Value
APPOINTMENT SET	32	\$400
APPOINTMENT COMPLETED	21	\$800
BUYER JOURNEY CONFIRMED	19	\$1,230
WORKING UPGRADE		Total



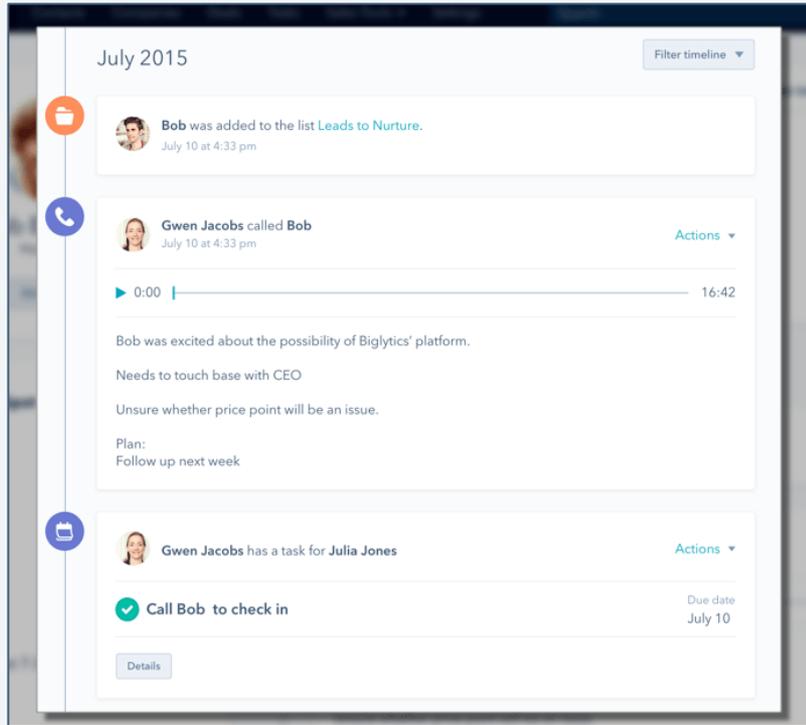
HUBSPOT CRM

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



The screenshot shows a HubSpot CRM timeline for July 2015. At the top, it says "July 2015" and "Filter timeline". The timeline contains three items:

- Bob was added to the list Leads to Nurture.** July 10 at 4:33 pm. (Icon: Mail)
- Gwen Jacobs called Bob** July 10 at 4:33 pm. (Icon: Phone) This entry includes a call duration of 0:00 to 16:42, notes such as "Bob was excited about the possibility of Biglytics' platform.", "Needs to touch base with CEO", and "Unsure whether price point will be an issue.", and a plan: "Plan: Follow up next week". (Action: Actions)
- Gwen Jacobs has a task for Julia Jones** (Icon: Calendar) This entry includes a task: "Call Bob to check in" with a due date of July 10. (Action: Actions)

At the bottom of the task entry, there is a "Details" button.



HUBSPOT CRM

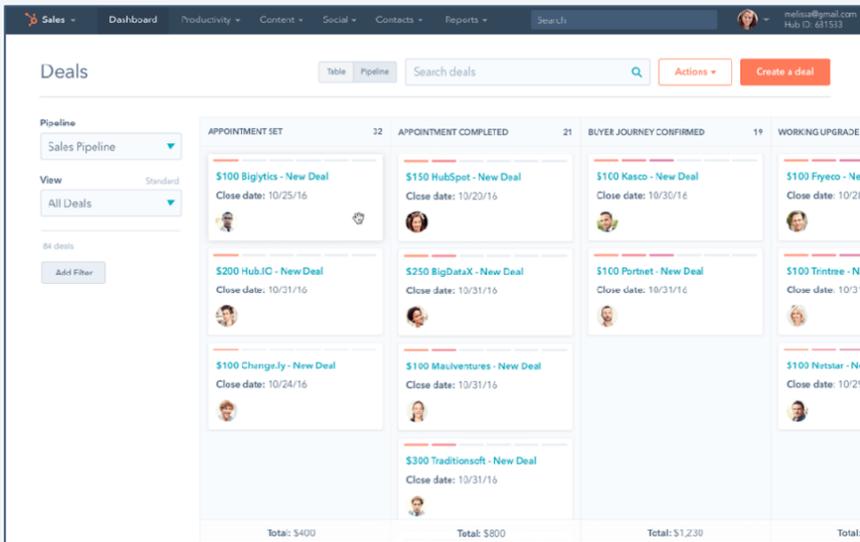
See everything about a lead in one place.

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
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Log and manage in-app support tickets

*Not applicable for our free or Starter tools

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