Sales Hub

The Challenge

For sales teams, friction is the ultimate foe. Stitching together individual point solutions and managing their complexities? It slows you down and stalls your growth.

Sales teams need a CRM powerful enough to help them scale with data, automation, and reporting, without compromising usability.

HubSpot Sales Hub is built for sophisticated sales teams who want to increase efficiency not complexity.

The Solution

HubSpot's Sales Hub helps teams close more deals, deepen relationships, and manage their pipeline more effectively.

Additionally, Sales Hub eliminates friction by bringing all your tools and data together on one easy-to-use, powerful platform your whole team will love. Now you're freed up to focus on what really matters: your customers.

All in all, Sales Hub enables you to boost productivity, shorten deal cycles, and make the sales process more human.

Start Conversations

Never miss an opportunity to connect with your prospects. Save time by creating personalized email templates and eliminate the guesswork by getting notified the second a lead opens an email. Build a sales content library to share documents directly out of your inbox. Unlock coaching opportunities by tracking and recording calls that are automatically logged in your CRM.

Deepen Relationships

Build trust and establish long-lasting relationships with the use of tools like Appointment and Meeting Scheduler to eliminate the painful back and forth of scheduling (plus, it syncs with your calendar). Automate your sales process with personalized emails and follow up tasks so that you never miss a beat. Easily connect with prospects on your website through Live Chat so that no questions go unanswered.

Manage Pipeline

Automate your administrative tasks and get full visibility into the health of your business. Leverage Sales Playbooks to empower your team with battlecards, call scripts, pitch decks, and more. Quickly and efficiently send beautiful, branded quotes. With your data all in one place, easily track sales performance and gain full visibility into Deals to forecast effectively and crush your quota.

Sales Hub features include:

- Predictive Lead Scoring
- Sales Playbooks
- Conversational Intelligence & Call Recording and Tracking
- Quotes with eSignatures and Approvals
- Recurring Revenue Tracking + Additional Dashboards
- Integration with 750+ tools in HubSpot's App Marketplace
- Product library

- 1:1 Video Creation
- Goal Setting & Custom Analytics
- Forecasting
- Meeting Scheduler
- Personalized Email Templates and Sequences
- Custom Objects
- Advanced Permissions and User Roles (including field level)
- ABM tools

& more!
For a complete list, visit this link.

HubSpot

Use Cases

Streamline your outreach via calls, emails, tasks, and sequences

- Have a best performing email that gets you a ton of responses and meetings? Turn that email into a template with personalization tokens to reuse time and time again.
- Make calls right out of your HubSpot portal and automatically log the outcome (connected, left a voicemail, etc) with detailed notes.
- Increase your follow up efficiency with tasks. Use workflows to automate your tasks, tag certain tasks as high priority, and create custom task queues.
- Set it and forget it. Build a sequence with automated emails and tasks to follow up. Enroll your top prospects and start seeing the responses and meetings come to you.

Close deals faster

- Use Quotes to easily generate polished, branded quotes in seconds. Add eSignatures for quicker turnaround times

Set and track your goals all in one place

- Set revenue and productivity goals that allow your team to track their progress.

Unleash the power of reporting by gaining full visibility into your sales process and deals

- Effectively track which email templates and sequences are performing best by analyzing open rates, click through rates, and meetings booked.
- Create out of the box reports to view detailed metrics on sales activities broken down by rep to see your top performers. Examples include number of tasks completed, emails sent, calls logged and more.
- Create custom Deal reports to track where your most profitable Deals are sourced from, where Deals are falling off, and determine your average sales cycle length.
- Automate report delivery by setting up daily, weekly or monthly automated emails to deliver your dashboard right to your and your teammates' inbox.

Spend less time managing your software and more time getting results with HubSpot Sales Hub

Pricing:

Free	Starter - $45+/mo	Professional - $450+/mo	Enterprise - $1,200+/mo
No credit card required.	Everything in Free, plus:	Everything in Starter, plus:	Everything in Professional, plus:
• Contact management • Deal pipeline • Quotes • Meeting scheduling • Live chat • Reporting dashboard	• Simple automation • Goals • Conversation routing • Multiple currencies • Rep productivity performance	• Deal stage, task, and lead rotation automation • Sequences • Teams • Custom reporting • Phone support	• Custom objects • Predictive lead scoring • Playbooks • Forecasting • Recurring revenue tracking