



# Sales Hub Professional

## 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 Professional is built for scaling teams and enables them to optimize, automate & report on sales.



## The Solution



Sales Hub Professional is a comprehensive sales CRM that gives growing teams the tools to automate and scale their sales process.

With Sales Hub Pro, effectively manage your team through deal/lead/task automation, track their activities, and gain visibility into customizable reporting for real-time insights.

Close deals more quickly and efficiently by automating steps of your sales process and allowing your team to focus on personalized outreach at scale through sequences, 1:1 video creation, and more.

### Personalize Outreach

Never miss an opportunity to connect with your prospects. Save time by creating personalized email templates and leveraging automated email sequences and smart send times. Plus, you can eliminate the guesswork by getting notified the second a lead opens an email. And the best part? It's all automatically tracked and logged in your CRM.

### Manage Your Team

With features such as teams, deal stage/task/lead rotation automation, record customization, required fields, and custom reporting, you can quickly and easily set up your CRM so that it works for you, and not the other way around. Plus, it allows you to simplify and automate, allowing your team to be more efficient and effective in their day to day.

### Close More Deals

Configure, price, and quote with features such as products, calculated properties, and eSignature. Quickly and efficiently send beautiful, branded quotes to close deals faster. And, with your data all in one place, you'll gain full visibility into Deals to forecast effectively and crush your quota.

## Sales Hub Professional popular features include:

- Contact management
- Deal pipeline
- Quotes
- Meeting scheduling
- Live chat
- Reporting dashboard and Forecasting
- Sequences
- Multiple currencies
- Call transcription and recording
- Playbooks
- Goals
- Conversation routing
- Rep productivity performance
- Deal stage, task, and lead rotation automation
- Phone support
- Up to 10 Teams
- Custom reporting
- ABM tools and automation

## Use Cases



### Connect with prospects in a more personal, human-friendly way.

Today's buyer is empowered to make their own decisions, in their own way, and on their own time. The distraction and interruption of cold calls, emails, and spam weigh heavily on the fragile relationship with a new prospect. HubSpot Sales tools help reps build warm, 1:1 relationships with contacts by arming them with extra context and easy options for personalizing every outreach.

### Organize and optimize your entire sales process.



HubSpot Sales brings together all the tools you need to grow your business. With a complete suite of sales acceleration and productivity tools, a seamlessly integrated CRM, and option to connect to HubSpot's marketing platform; it's easy to organize your sales process and optimize it every step of the way.

### Automate your most time-consuming tasks.



Eliminate the back and forth of booking Meetings, automate your follow-up, set task reminders, build and optimize email templates and so much more. HubSpot Sales is the all-in-one solution for automating your most time-consuming sales tasks so you can work less and sell more.

### 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.

**Set your sales team up for successful scaling and growth with HubSpot Sales Hub Pro**

### Professional Pricing

**Upfront: \$450/mo | Monthly: \$500/mo**  
includes 5 users

Sales Hub Professional solves for mature sales teams who have graduated off of point solutions and need a viable all-in-one sophisticated sales stack to be successful. Not only does Professional bring automation into the mix (a super powerful tool), it also gives teams access to the basic guardrails they need to stay organized and work more efficiently. The Professional features give you everything in the Free + Starter packages in addition to an elevated experience with multiple team needs, pipeline management & automation.

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