GIV CENTRAL™

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Social Selling

Tools Research

GIV Central
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Date

Social Selling

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Social selling is the process of developing relationships as part of the sales process. Today this often takes place via **social** networks such as LinkedIn, Twitter, Facebook, and Pinterest, but can take place either online or offline.

1.   Nibble

Take action, "anytime, anywhere"

[Features](#)

Contact Management

Relationship Management
Easily prepare for every meeting with Nimble's rich contact and company details including automatic syncing of contacts, calendars, emails, social details, notifications and messages.

Email, Contact and Calendar Sync
Never miss an important engagement with our automatic email and calendar event sync.

Contact and Company Profiles auto-complete/Update
Let Nimble automatically create and update contact details to save time and have more accurate CRM data.

Task/Activity Management
Keep organized and in touch with robust activity management features.

Calendar Management
Manage your calendar in Nimble, including Google Cal sync and the ability to sync with your mobile calendars on our iPhone and Android app.

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Intelligent Stay In Touch Reminders
Set Stay in Touch reminders to ensure that you don't accidentally lose an important relationship.

Marketing

Group Messages
Send personalized group messages to any segment of your contacts.

Email Open and Click Reports
Gauge the effectiveness of your campaigns with detailed reports.

Real-time Open and Click Notifications
Know the moment someone opens and interacts with your targeted message.

Email Template Builder
Build templates with custom fonts, formatting, images, file attachments, and hyperlink tracking.

Messaging Templates
Save time by using saved message templates for group or one-on-one communications.

Social

Social Media Listening and Engagement
Listen closely to the people that matter to your business. Create, import, and share lists of influencers and important clients.

Social Twitter Integration
Easily import Twitter friends and followers to turn connections into conversations and relationships into revenue.

- Nimble Contacts App Integration
- Automatic Contact Profile Mapping
- Syncs DMs, Mentions, RTs to your contacts
- Status Updates
- Follow Contacts
- Import Lists
- Post Scheduling

Facebook Integration

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Start connecting with your business associates beyond the boardroom and office to develop trusted relationships that last.

- Nimble Contacts App Browser Extension
- Automatic Contact Profile Mapping
- Status Updates

Facebook Pages Integration

Quickly respond to common questions or customer requests on your Facebook Business Page.

- Nimble Contacts App Browser Extension
- Notifications on Likes/Comments
- Status Updates
- Post Scheduling

Instagram

A picture tells a thousand words and so does our Nimble Instagram integration. Get to know people through their photos to deepen connections and conversations.

- Nimble Contacts App Browser Extension
- Notifications on Likes/Comments

Google+

Nurture and Engage Prospects and Customers on Google+

- Nimble Contacts App Browser Extension
- Notifications on Likes/Comments

Foursquare/Swarm

Learn where your contacts love to visit by seeing their check-ins in Nimble.

- Nimble Contacts App Browser Extension
- Automatic Contact Profile Mapping
- Import friends
- Syncs check-ins

AngelList

Discover new ways to connect with investors, tech startups and people interested in technology on AngelList.

- Nimble Contacts App Browser Extension
- Automatic Profile Lookup

Nimble Price:

$25 per month.

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For more price details:- http://www.nimble.com/pricing/

Users
License $25 per license, per month

Contacts
First 25,000 contacts included. Account upgrade available.

Storage
Up to 2 GB of storage per user. Account upgrade available.

Group Messaging
Up to 100 messages per user per day. Account upgrade available.

Email Accounts
Multiple email account support.

Deals
Unlimited number of deals.

Third Party Integrations
Unlimited integrations and Third Party API.

Customer Support
Email and Twitter support included.

Advanced Customization
Add custom data fields for contact records to personalize your account experience

2. LinkedIn Sales Navigator

Find leads and close deals with LinkedIn Sales Navigator.

Features

Advanced Lead and Company Search

Find the right people and companies with a search experience that delivers the most relevant prospects.

Lead Recommendations

Quickly discover the right people at your target accounts with suggestions customized for you.

CRM Integration

Automatically save the leads and accounts you are selling to and log Sales Navigator activity to CRM in a single click.

Real-time Sales Updates

Get relevant insights on your accounts and leads, including job changes.

Notes and Tags

Organize your leads and accounts with tags, and take notes that can be synced back to CRM.

Who's Viewed Your Profile

View the expanded list of who's viewed your profile in the last 90

days.

PointDrive Presentations

Package and share sales content in a way that's better for both the buyer and seller. They can see content without downloading, and you get to track who has viewed what.
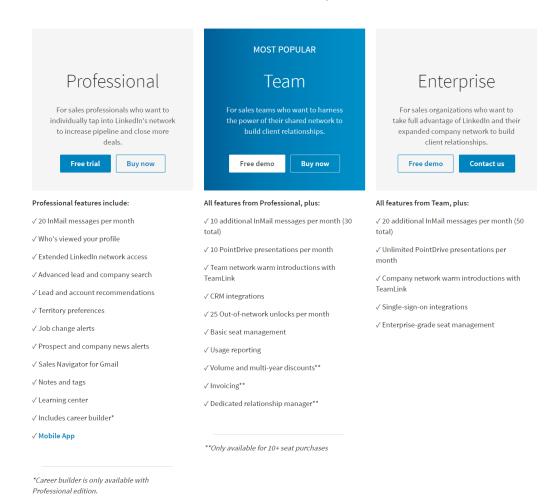
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TeamLink

Uncover the best ways to connect with prospects through your company's combined network.

LinkedIn Sales Navigator Price:

INR 3,900 per month when billed annually.

For More Details:- https://business.linkedin.com/sales-solutions/sales-navigator/feature-list

Pick the Sales Navigator plan that works best for you

Professional	MOST POPULAR Team	Enterprise
For sales professionals who want to individually tap into LinkedIn's network to increase pipeline and close more deals.	For sales teams who want to harness the power of their shared network to build client relationships.	For sales organizations who want to take full advantage of LinkedIn and their expanded company network to build client relationships.
Free trial Buy now	Free demo Buy now	Free demo Contact us

Professional features include:

✓ 20 InMail messages per month

✓ Who's viewed your profile

✓ Extended LinkedIn network access

✓ Advanced lead and company search

✓ Lead and account recommendations

✓ Territory preferences

✓ Job change alerts

✓ Prospect and company news alerts

✓ Sales Navigator for Gmail

✓ Notes and tags

✓ Learning center

✓ Includes career builder*

✓ **Mobile App**

All features from Professional, plus:

✓ 10 additional InMail messages per month (30 total)

✓ 10 PointDrive presentations per month

✓ Team network warm introductions with TeamLink

✓ CRM integrations

✓ 25 Out-of-network unlocks per month

✓ Basic seat management

✓ Usage reporting

✓ Volume and multi-year discounts**

✓ Invoicing**

✓ Dedicated relationship manager**

All features from Team, plus:

✓ 20 additional InMail messages per month (50 total)

✓ Unlimited PointDrive presentations per month

✓ Company network warm introductions with TeamLink

✓ Single-sign-on integrations

✓ Enterprise-grade seat management

**Only available for 10+ seat purchases*

*Career builder is only available with Professional edition.

3.   SocialPort

Push Button Social Selling Technology

Features

rCRM+

Deep integrations with the world's best CRM platforms providing real results where sales leaders and executives need to see it. Add leads to your CRM, attribute revenue,track social sales activities, and sync tasks.

rContent+

rFactr has a rich histroy in creating sales ready social media content for partners and clients. Let us handle the heavy lifting.

rInsights+

Data and analytics on influencers, decision makers, and key prospects. Make this data readily available for your sales team so they can strike when the iron is hot.

rAudience+

The only social selling platform that provides you deep insights and data about prospects. Turn social contacts into data-rich records before adding to your CRM.
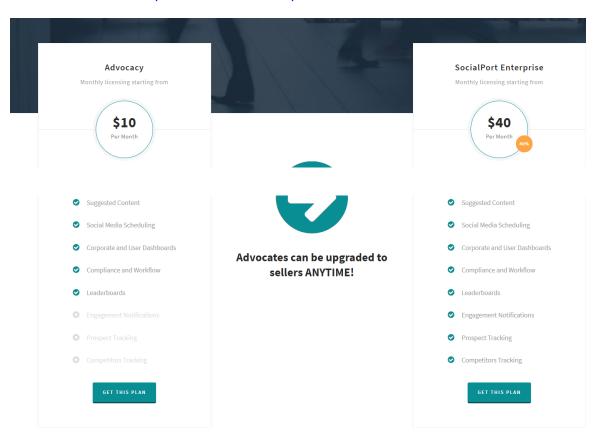
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rCompliance+

SocialPort was built with scale, control, and risk mitigation in mind. Our technology and partnerships ensure the highest standard of regulation.

SocialPort Price:

It starts with $10 monthly for starter plan that can be upgraded to Enterprise plan at $40 per month.

For More Details:- http://rfactr.com/socialport/

4.   Trapit

Engage potential buyers at scale.

Features

Engage Buyers throughout Their Journey

Buyers are in control of the sales process. Help them along their path. Educate and engage customers at every stage of their journey.

Discover Relevant Content

Organize your company's social content. Use Trapit's artificial intelligence to find news, insights, trends, and analysis that employees want to share and customers want to consume.

Flatten Barriers to Adoption

Make it ridiculously easy for your sales reps, executives, and other employees to use social regardless of their experience level.

Scale Social Quickly

Engage potential buyers at scale. With Trapit, you can deploy employee advocates and social sellers faster than with competitive solutions. That way, you see results quicker.

Drive Measurable Results

See detailed reporting and analytics about how social sharing is impacting your business. Easily adapt your strategy based on how your customers engage with your content.

Trapit Price:

You can request for a customized demo.

For more details:- http://trap.it/

5. Hootsuit

From finding prospects to serving customers – All Under One Roof.

Features

Do more with social in less time

Save time by managing all of your social media marketing efforts from a single dashboard. With Hootsuite's platform, you get the tools to manage all your social profiles and automatically find and schedule effective social content.

Measure your social ROI

Make smarter, data-driven social media marketing decisions with confidence. Hootsuite's real-time analytics let you spot trends as they

develop and drill down for insights on how your social content is performing.

Protect your brand on social

Improve your reputation while protecting your brand on social media by tracking messages and mentions. Hootsuite's robust message approvals and permissions workflows cut internal risks. Profile protections and access controls guard against hackers and other external threats.

Hootsuit Pricing:

Free Version Available. First paid plan starts at $19 per month.

For more details:- https://hootsuite.com/plans

Select your plan to get started

For teams and organizations of any size

PROFESSIONAL	TEAM	BUSINESS	ENTERPRISE
₹1260/mo*	₹6600/mo*	₹32000/mo*	Contact for pricing
10 social profiles 1 user	20 social profiles 3 users	50 social profiles 5 users	Custom Solutions
Free 30-Day Trial	Free 30-Day Trial	Request a Demo	Request a Demo
Free features, plus:	**Professional** features, plus:	**Team** features, plus:	**Customizable** features:
○ Bulk scheduling	○ Custom analytics reports	○ Analytic data exports	Accelerate the results of your social media strategy by giving teams the platform, advice, personalized training, and advanced analytics they need to be effective.
○ Real-time analytics	○ Team assignments	○ Publishing approvals	
○ Social sweepstakes	○ 6 contest templates	○ Premium App Integrations	
○ Unlimited RSS integrations	○ 1 Custom Branded URL	○ Custom Branded URLs	
	○ 1 social media certification	○ 4 social media certifications	
	○ 1-on-1 training (15 mins)	○ 24/7 priority support	
		○ Extended training (30 mins)	
Free 30-Day Trial	Free 30-Day Trial	Request a Demo	Request a Demo
Learn More	Learn More	Learn More	Learn More

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