

Find contacts on LinkedIn

Follow these steps to search for contacts in LinkedIn

- Go to Lists > + **Create new**
- Choose option **Find contacts on LinkedIn**
- Choose your preferred filters, there are several types:
 - **Contact Information:** data on the individual
 - **Company information:** data on the company associated to that individual
 - **Intent:** recent activity on LinkedIn
 - **Identity-specific filters:** if they follow your company, if they have shared experiences...to see and apply these filters, you must activate the option **Choose a specific identity** (top left) and select an identity with a Sales Navigator licence

Click  **Generate with AI** in filters *Current job title *and* Industry *to help you generate job titles and industries that best match your description

![]

(<https://downloads.intercomcdn.com/i/o/qjmc10sy/1393262117/b7acadebaf5c1594d467c7f89217/Captura%2Bde%2Bpa02-23%2Ba%2Bla%2B195202.png?Expires=1770300900&Signature=2fe574f3c6a35cf2508a2454bed4f21ddafb7c61f02776b7a89140af3e7c71cc&req=dSM>)

1. When you are satisfied with the filters applied, click the on the bottom right button **Add to list** and select a new or existing list to add these contacts to.

 You may save the filters applied by clicking on the bookmark icon on top of the filters

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