

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

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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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