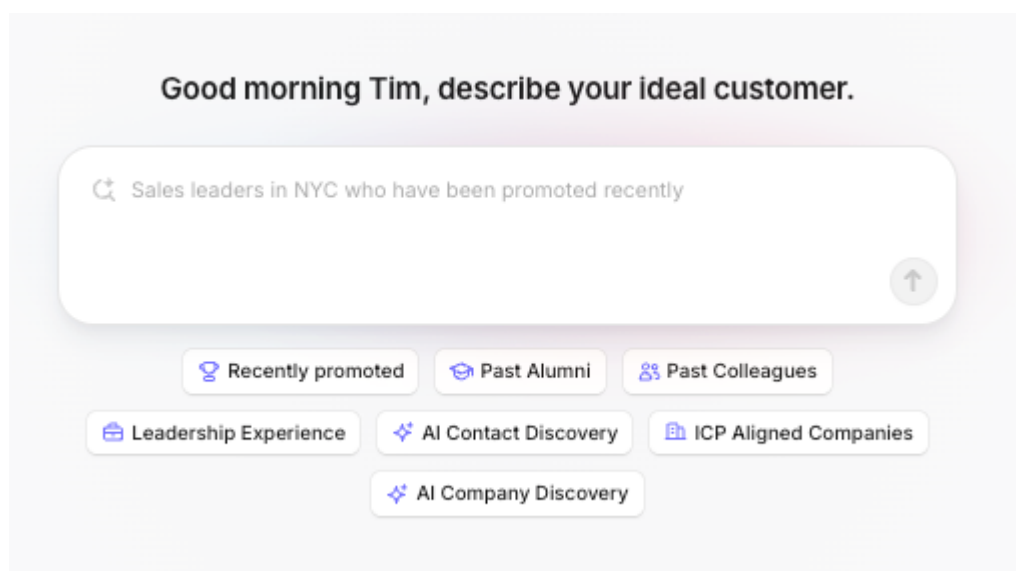# AI Finder

AI Finder helps you instantly find the right **contacts or companies** from **LinkedIn imports** — without needing to set up complicated filters or know how LinkedIn Sales Navigator works.

Instead of choosing dozens of filters like "job title," "industry," or "location," you can simply describe what you're looking for and the AI Finder will do the rest.

✨ *Example:*

"CTOs at early-stage startups in Barcelona"

The AI will automatically interpret your intent, generate the right filters (job titles, industries, company sizes, and locations) and show you matching LinkedIn contacts or companies ready to import.

How It Works

1. **Type what you're looking for** — e.g., "Marketing directors at fintech startups in London."

2. **AI analyzes your query** and builds an optimized LinkedIn search for you.

3. **Review or adjust filters** if needed.

4. **Import contacts or companies** directly from LinkedIn.

You can also revisit your previous searches anytime through your **Search history**.

Available Filters

The AI Search feature currently supports the following LinkedIn Sales Navigator filters:

Contact Search Filters (People/Leads)

The following filters can be used when searching for people:

- **Function** - Search by professional function or department (Sales, Engineering, Marketing, HR, Finance, etc.)

- **Current Title** - Search for specific job titles or roles. Supports multiple languages based on region.

- **Past Title** - Search for professionals who have held specific roles in their career history

- **Years at Current Company** - Filter by tenure at current employer (Less than 1 year, 1-2 years, 3-5 years, 6-10 years, More than 10 years)

- **Years in Current Position** - Search by time spent in current role across all employers

- **Region** - Search by geographic location (cities, states, countries, regions)

- **Years of Experience** - Search by total years of professional experience

- **School** - Filter by educational institutions attended

- **Current Company** - Search for professionals currently employed at specific organizations

- **Company Headcount** - Filter by company size ranges (1-10, 11-50, 51-200, 201-500, 501-1,000, 1,001-5,000, 5,001-10,000, 10,001+)

- **Past Company** - Search for professionals who have worked at specific companies in their career history

- **Company Type** - Filter by organization category (Public Company, Privately Held, Non Profit, Educational Institution, etc.)

- **Industry** - Filter by business sector or market vertical of current employers (Technology, Healthcare, Finance, etc.)

- **Recently Changed Jobs** - Find professionals who have recently switched roles or companies

- **Posted on LinkedIn** - Find professionals who are actively engaging on LinkedIn through recent posts

Company Search Filters (Organizations)

The following filters can be used when searching for companies:

- **Region** - Search by geographic location (cities, states, countries, regions)

- **Company Headcount** - Filter by company size ranges (1-10, 11-50, 51-200, 201-500, 501-1,000, 1,001-5,000, 5,001-10,000, 10,001+)

- **Industry** - Filter by business sector or market vertical (Technology, Healthcare, Finance, etc.)

- **Annual Revenue** - Filter companies by their annual revenue ranges in various currencies (USD, EUR, GBP, etc.). Units are in millions.

- **Department Headcount** - Filter by the number of employees in specific departments (Accounting, Engineering, Sales, Marketing, etc.)

- **Job Opportunities** - Filter companies that have active job postings

- **Account Activities** - Filter companies based on LinkedIn activity (Senior leadership changes, Funding events in past 12 months)

Why users love it

- **Saves time:** Setup takes seconds, not minutes.

- **Smarter searches:** Finds more relevant results with automatic variations.

- **No learning curve:** Anyone can create advanced LinkedIn searches instantly.

- **Accurate results:** Understands intent and adjusts filters intelligently.

AI Recommendations

Alongside AI Finder, you can now explore **AI Recommendations** to automatically suggest **relevant contacts and companies** tailored to your **Identity**, existing clients, and activity on the platform.

Instead of building searches manually, AI Recommendations surfaces **dynamic lists** that match your business focus — helping you discover new opportunities in seconds.

Each recommendation type appears as a **selectable pill**, and clicking one instantly generates a **customized list** of leads or companies aligned with your strategy.

💡 Tip: To get the most accurate and personalized results, make sure your AI Playbook and Personal Information are properly configured.

This helps the system understand your target audience, industry, and sales focus, allowing AI Recommendations to deliver more relevant contact and company suggestions.

Example Recommendation Types

- **Recently Promoted** → Revenue operations professionals who recently changed roles in Spain.

- **Past Alumni** → Alumni from *[University]* with potential connection value.

- **Leadership Experience** → Tech CEOs and founders with sales operations backgrounds.

- **From Existing Clients** → Decision makers at *[Company]*'s current client organizations.

- **AI Contact Discovery** → Spanish-speaking revenue operations professionals in major tech hubs.

- **ICP-Aligned Companies** → Financial services companies with growth signals or marketing agencies with active hiring signals.

- **AI Company Discovery** → High-growth technology companies showing funding or expansion indicators.

These recommendations evolve based on user behavior, market trends, and your defined **Ideal Customer Profile (ICP)** — so your suggestions stay relevant and fresh.

❓ FAQs

1. Can I use AI Finder with sources other than LinkedIn?

Not yet. Currently, AI Finder only works with **LinkedIn imports**. Support for other sources like Google Maps, Theirstack, LinkedIn Events, etc is coming soon.

2. Can I edit the filters AI Finder creates?

Yes! You can review, modify, or remove any filters before importing contacts or companies.

3. What kind of searches can I do?

AI Finder supports both **people** (e.g., "Marketing managers in SaaS") and **company** searches (e.g., "Fintech startups in London").

4. What if my query is too broad or unclear?

The AI will still generate results, but they'll be broader and less targeted. For more precise matches, try adding details like **specific roles, industries, or locations**.

5. What are AI Recommendations based on?

They're powered by your **Identity and AI Playbook**. The AI uses these inputs to generate tailored lead and company lists that fit your business goals.

6. Can I modify or refine a recommended list?

Absolutely. Once a recommendation opens, you can adjust filters, exclude specific results, or export the list to campaigns or workflows.

7. How is this different from AI Finder?

AI Finder helps you **search** using natural language, while AI Recommendations proactively helps you **discover** new contacts and companies that match your target audience.

8. Are recommendations unique to each user?

Yes. Every Identity receives personalized lists based on your AI Playbook configuration, location, and target market, ensuring results are always relevant

to you.