HubSpot Sales Hub

Sales Hub

Sales Hub helps you build an efficient process to engage your prospects and turn them into customers.

Feature Highlights Include...

STARTER

- Simple Automation
- Simple Quotes
- Live Chat
- Templates
- Documents
- Calling
- Notifications
- Meetings

PROFESSIONAL

- Forecasting Tools and Sales Analytics
- Proposal Templates and eSignature
- Deal stage, task, and lead rotation automation
- Email sequences
- Salesforce integration
- Native ABM features

ENTERPRISE

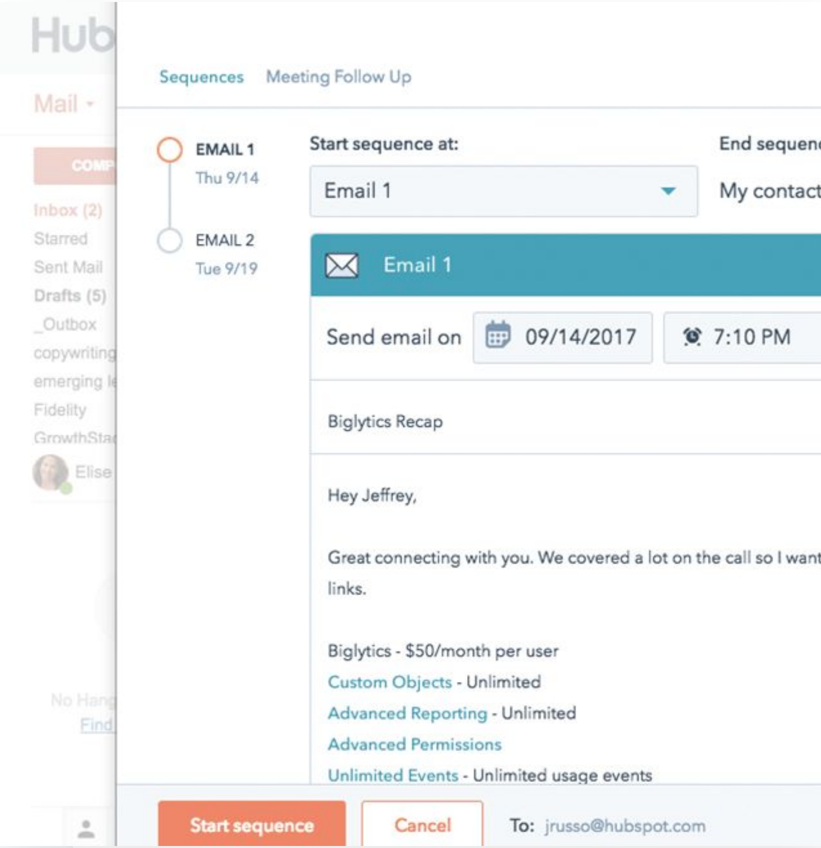
- Custom Objects
- Deep Permissions
- Hierarchical Teams and Team Goals
- Playbooks
- Predictive Lead Scoring
- Call Transcription
- Advanced Reporting

SALES HUB STARTER

Templates + Snippets

Craft personalized templates for every stage of the sales process, and share them across your team.

Save time by saving short “snippets” of text you can easily drop into your emails using keyboard shortcuts.

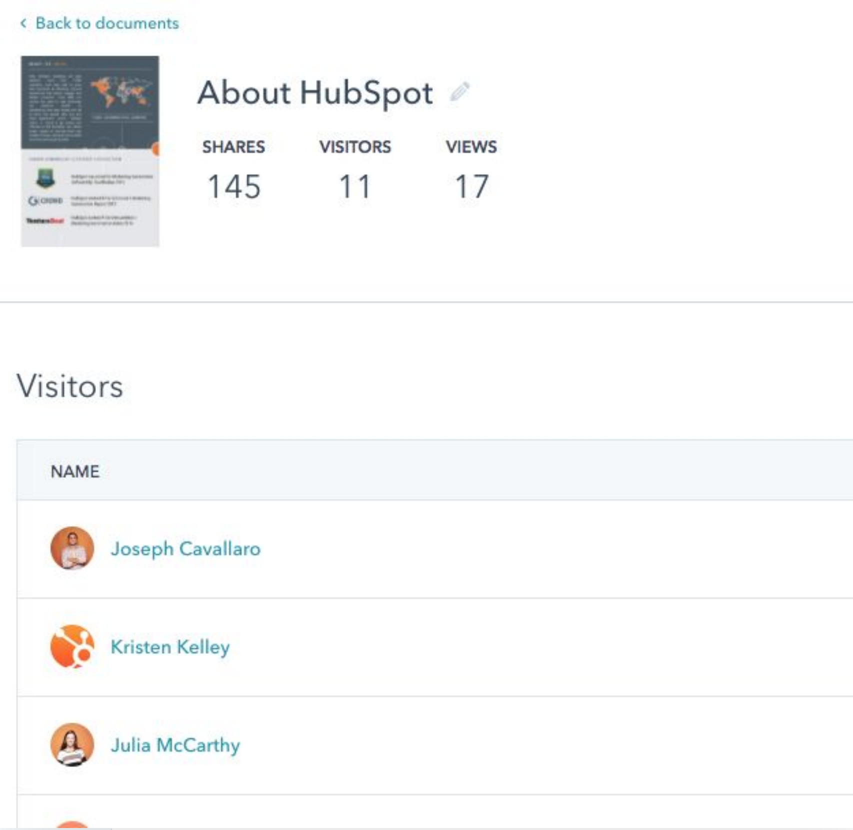


SALES HUB STARTER

Documents

Build a library of helpful sales content for your entire team, share documents right from your Gmail or Outlook inbox, and see which content closes deals.

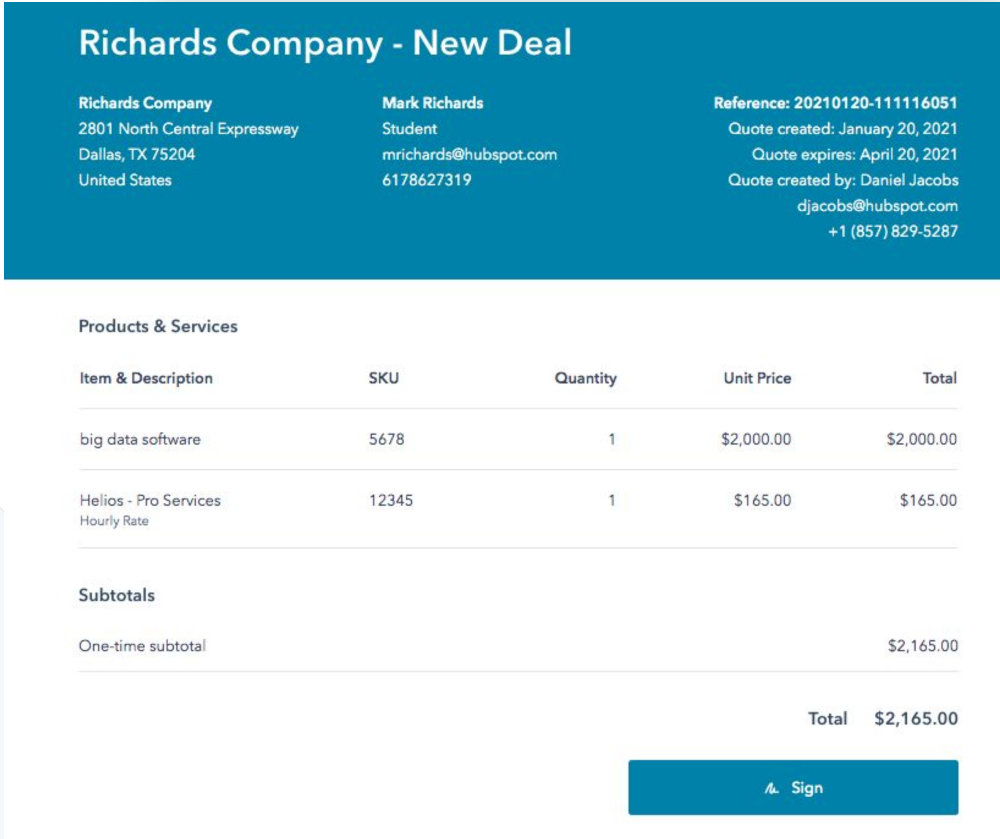
When a lead clicks an email link to open your document, or shares it with a colleague, we'll notify you instantly on your desktop. Get aggregate data about how your sales content is helping to move your sales process forward.



SALES HUB STARTER

Quotes

Quotes allows your sales reps to quickly configure a quote right inside HubSpot using your contact, company, and product data. Send a shareable link to your quote, and even allow your prospect to pay using a credit card or EFT via Stripe.



Richards Company - New Deal

Richards Company
2801 North Central Expressway
Dallas, TX 75204
United States

Mark Richards
Student
mrichards@hubspot.com
6178627319

Reference: 20210120-111116051
Quote created: January 20, 2021
Quote expires: April 20, 2021
Quote created by: Daniel Jacobs
djacobs@hubspot.com
+1 (857) 829-5287

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
big data software	5678	1	$2,000.00	$2,000.00
Helios - Pro Services Hourly Rate	12345	1	$165.00	$165.00

Subtotals

One-time subtotal $2,165.00

Total $2,165.00

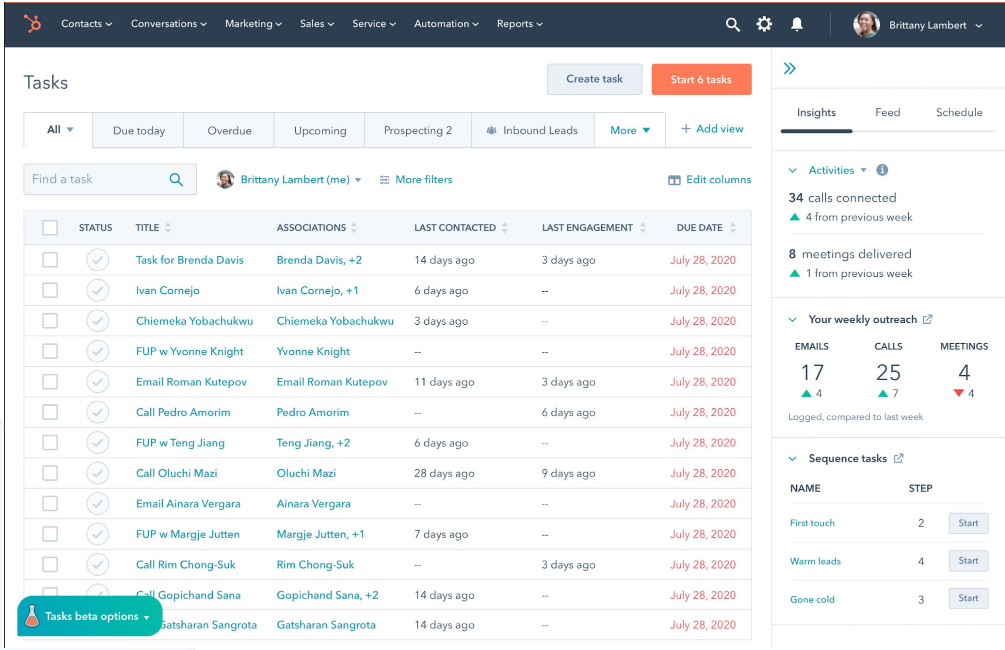
Sign

SALES HUB STARTER

Tasks

Reps work from their inboxes, CRMs, calendar, spreadsheets, notebooks, any number of applications all in an effort to figure out what to do next, execute their sales activities, and ultimately to hit their sales goals.

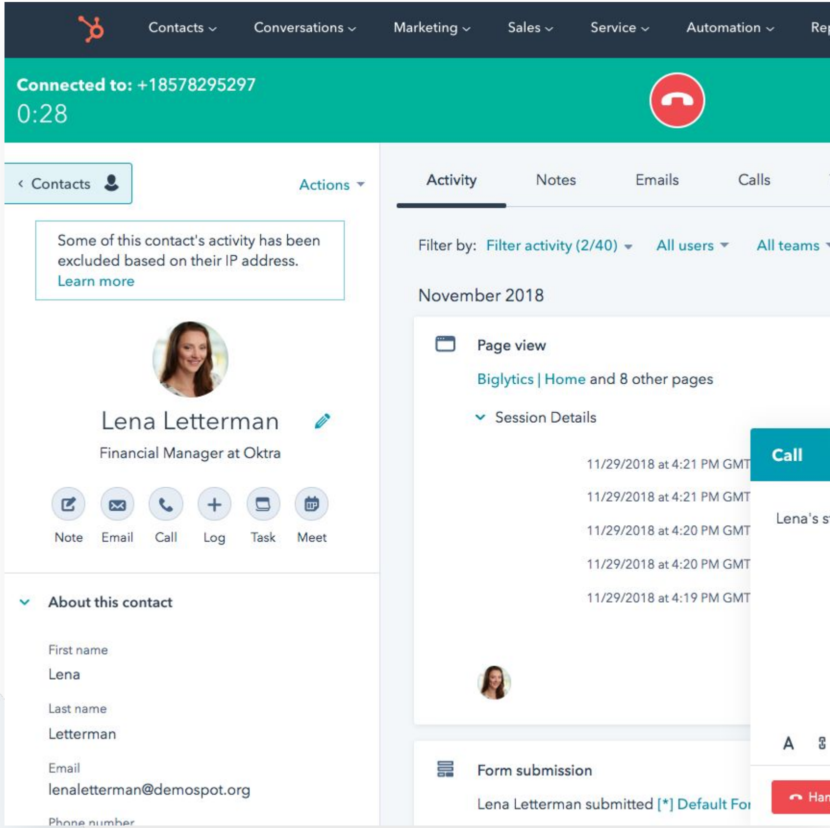
With the Tasks, HubSpot gives reps a personalized command center. It's their command center for everything they need to do to reach success, all in one single tab.



SALES HUB STARTER

Calling

Use data from HubSpot to prioritize your best calls, and set up a daily calling queue. Just one click connects you to a prospect through Voice Over IP or your desk phone.

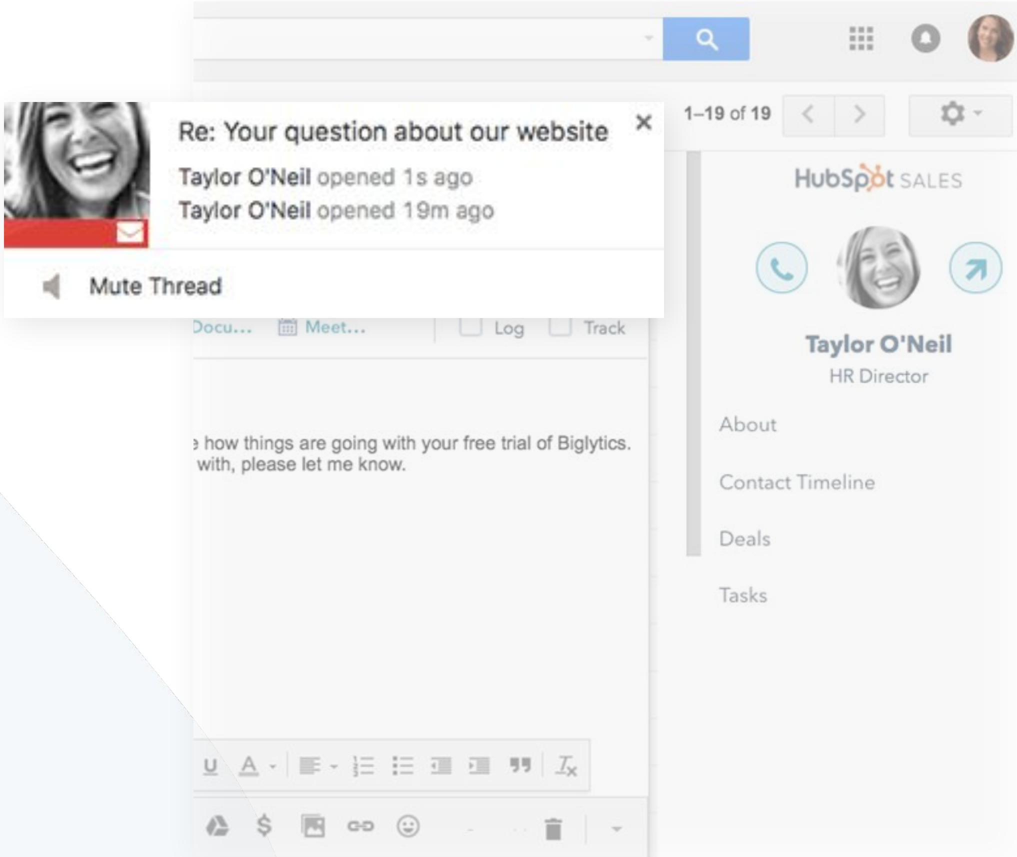


SALES HUB STARTER

Notifications

Use notifications to follow up seconds after a lead opens an email, clicks a link, or downloads an important document. Our built-in activity stream automatically logs each lead's email actions inside your browser or in Sales Hub.

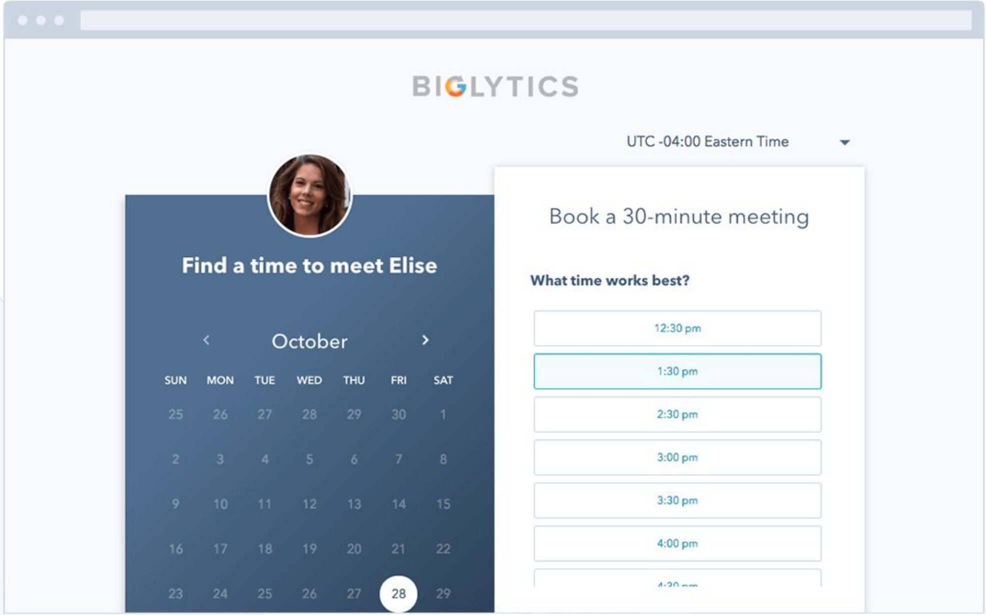
Open, click, and reply data helps you hone in on which email templates and sequences are most effective.



SALES HUB STARTER

Meetings

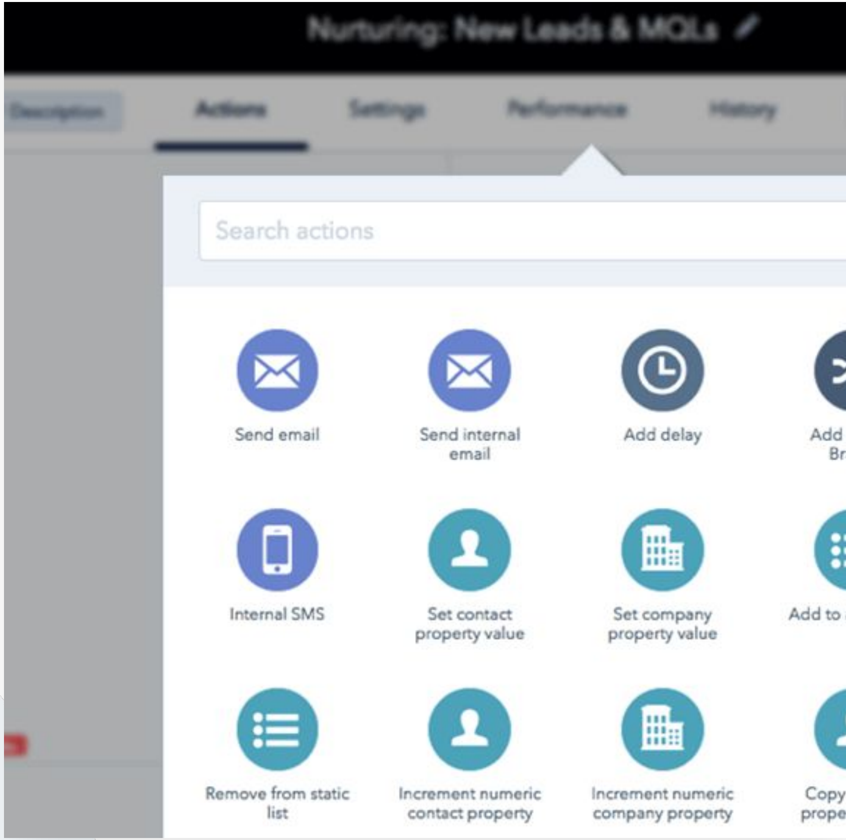
Put the power to book meetings in the hands of your prospects. Meetings sync to your Google or Office 365 calendar, so your schedule is always up-to-date. As prospects book meetings, automatically create new records and log the activity in HubSpot.



SALES HUB PROFESSIONAL

Automation

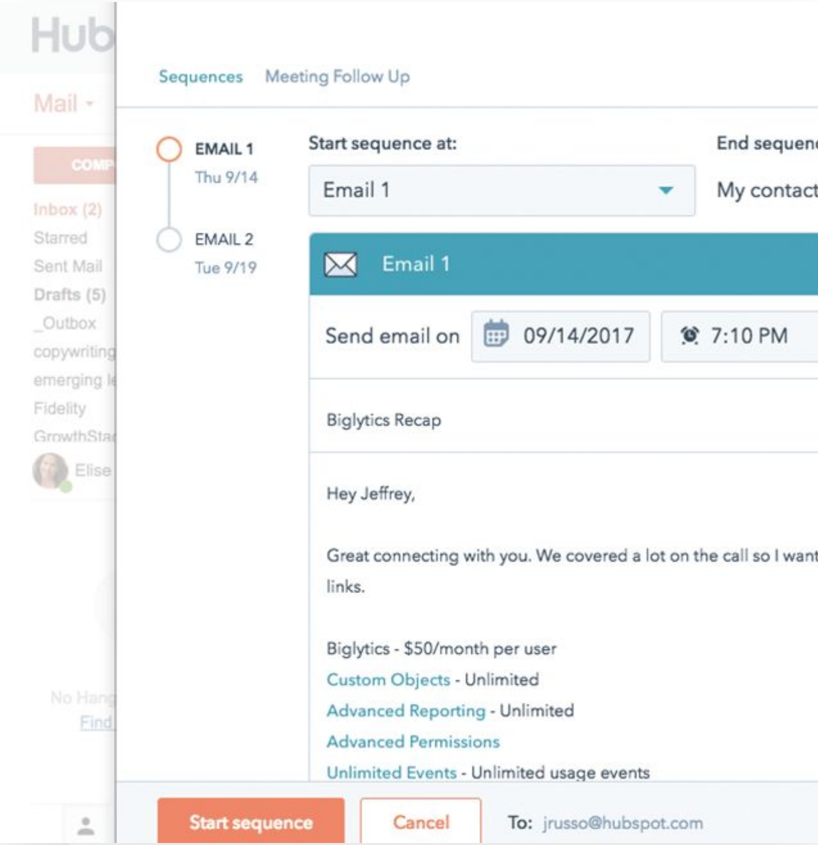
Automate common management tasks like assigning leads, alerting reps when contacts take specific actions, creating tasks, and more.



SALES HUB PROFESSIONAL

Sequences

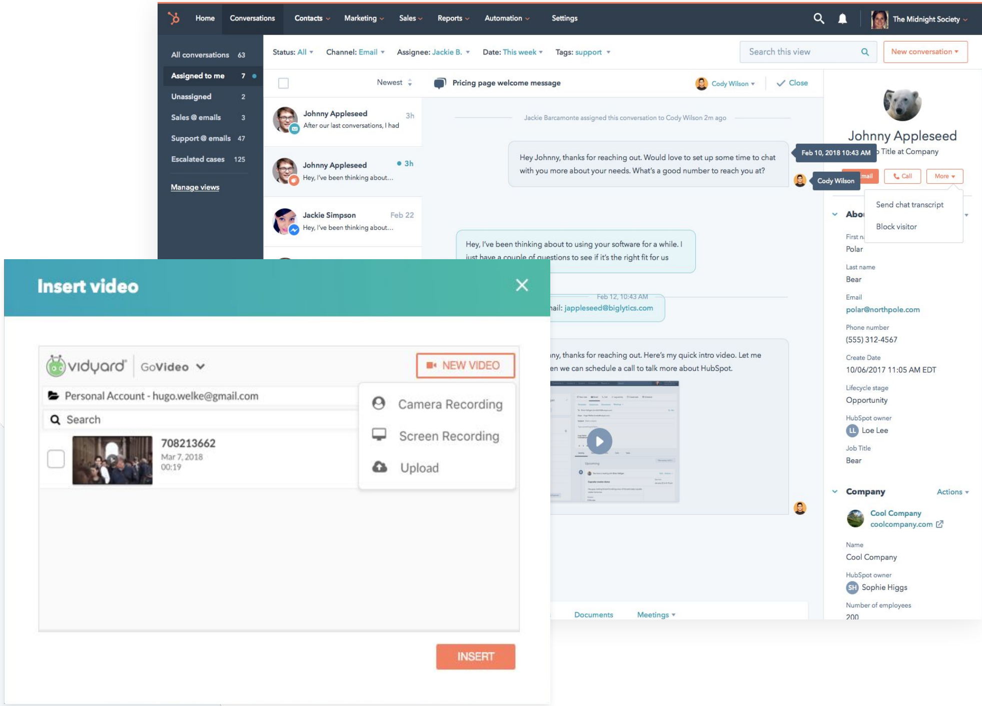
Tee up a timed series of email messages and tasks based off your templates with Sequences.



SALES HUB PROFESSIONAL

Selling with Video

Salespeople can build stronger relationships with prospects by creating, sharing, and tracking personalized videos right from HubSpot.

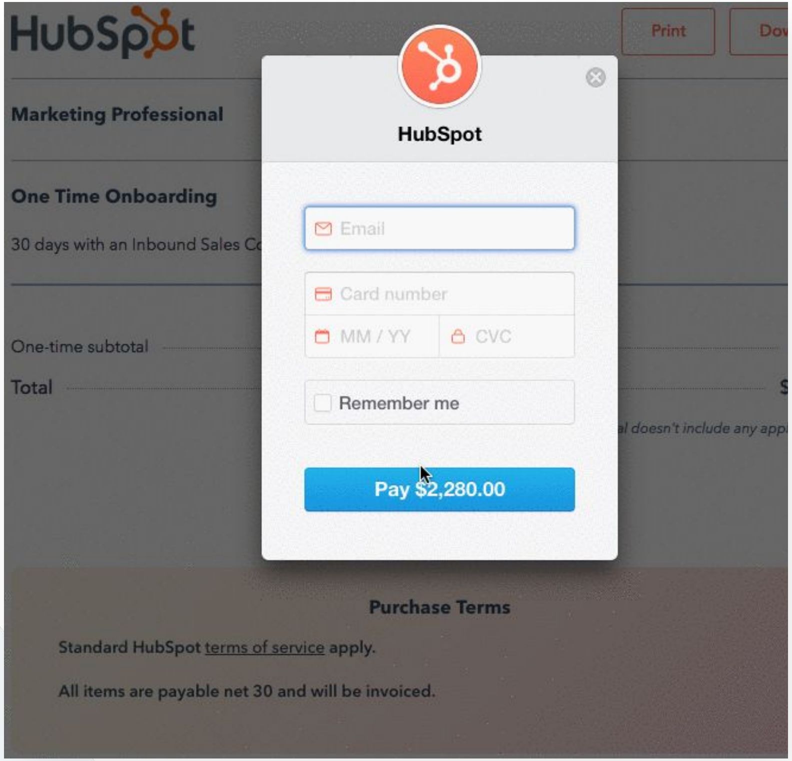


SALES HUB PROFESSIONAL

Products + Quotes

Products makes it easy to build a library of products that your sales team can easily add to deals inside HubSpot.

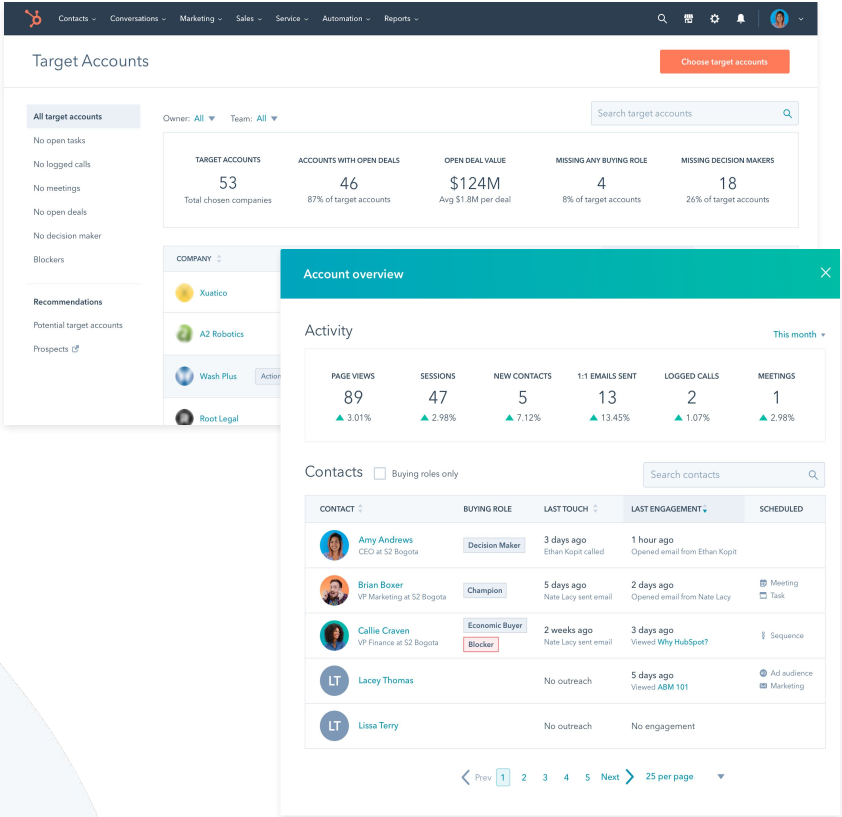
Quotes allows your sales reps to quickly configure a quote right inside HubSpot using your contact, company, and product data. Send a shareable link to your quote, collect eSignatures, and even allow your prospect to pay using a credit card or EFT via Stripe.



SALES HUB PROFESSIONAL

Account-based Marketing

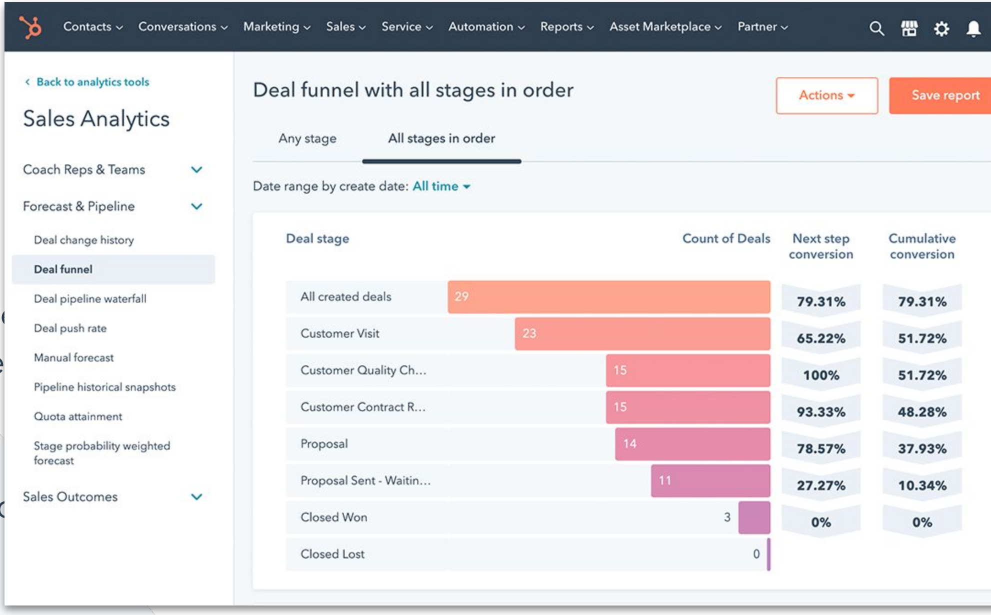
Seamlessly coordinate across sales and marketing to run a powerful ABM program in HubSpot. With ABM properties and templates, company scoring, and out-of-the-box ABM reporting all available in both Sales Hub and Marketing Hub Professional, you can unite your teams around the same data to close more high-value deals. Better yet, enable reps to manage engagement with an account overview snapshot, available exclusively to Sales Hub Professional paid seat users.



SALES HUB PROFESSIONAL

Sales Analytics

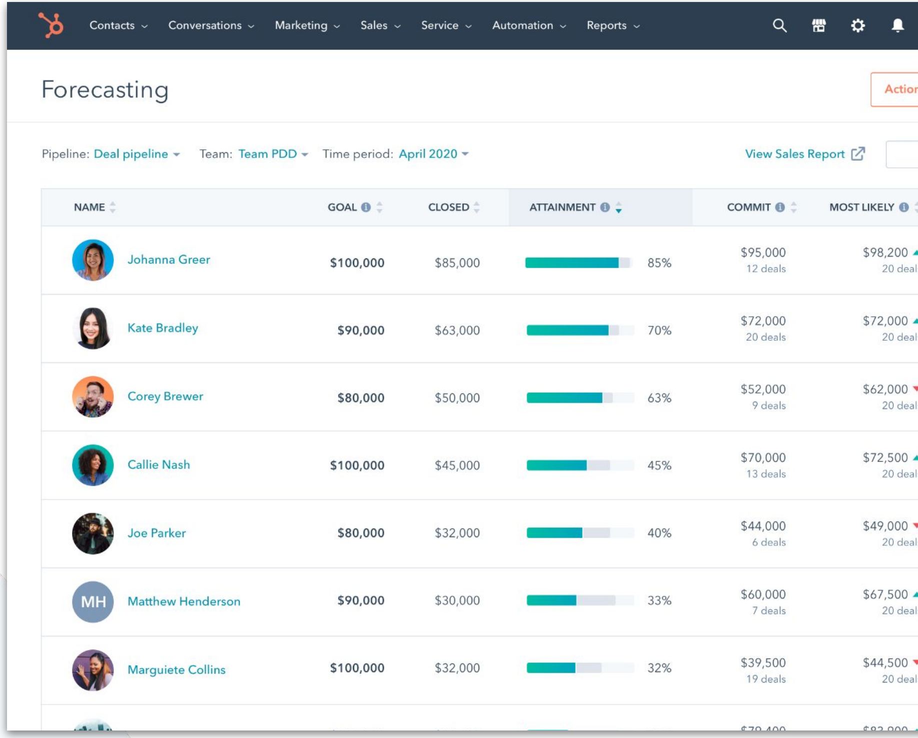
Get rich insights into the overall health of your sal
pipeline so you can coach your team and improve
outcomes over time. Sales Hub Professional and
Enterprise customers can now access over 20
powerful reports like this deal funnel report -- whic
gives you a classic view to understand the
efficiency of your sales funnel.



SALES HUB PROFESSIONAL

Forecasting & Goals

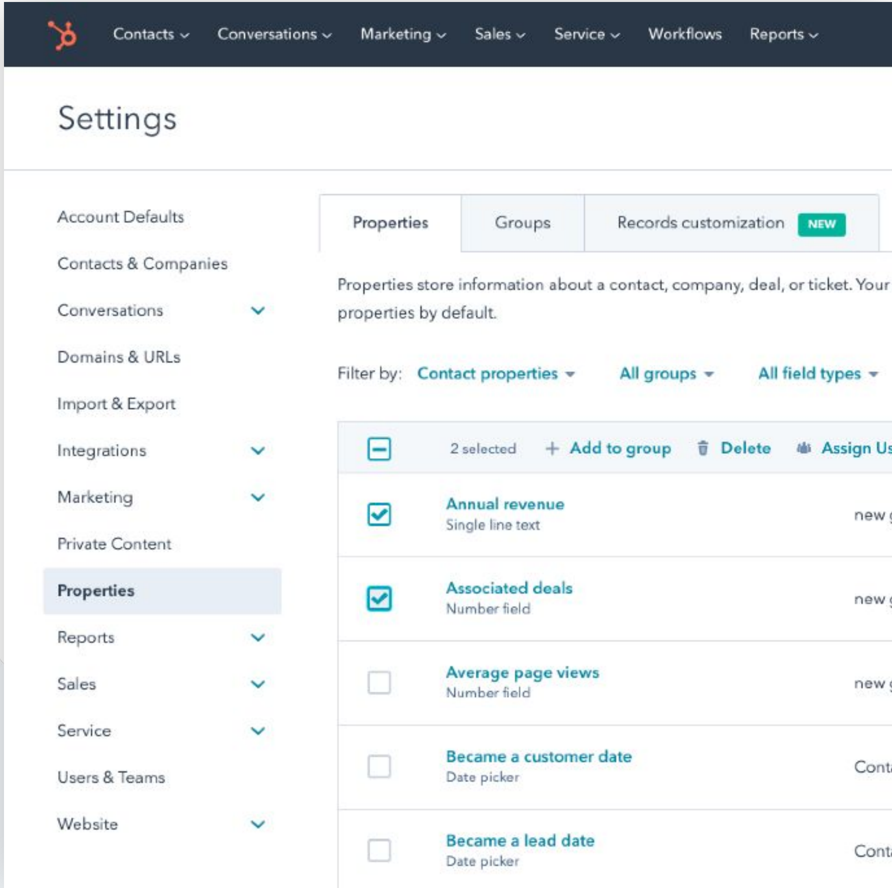
Collects input from sales reps to generate more accurate, up-to-date sales forecasts, while eliminating the need for double data entry. You'll be able to see the goal attainment of reps within your sales teams. You can drill down into the deals that your reps are working through to suggest tactics and to coach your reps.



SALES HUB PROFESSIONAL

Teams & Permissions

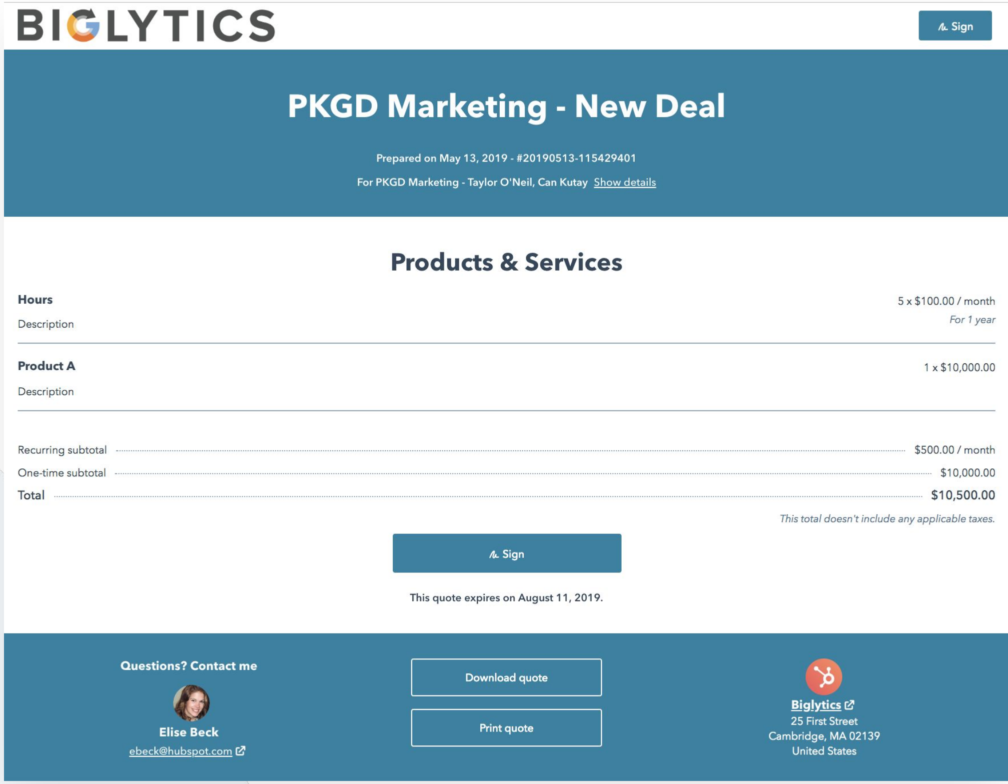
Robust tools to manage and administer large teams. To protect the integrity of all that data you store in your CRM, create granular permissions on all your CRM data, including field-level permissions on your properties. Field-level edit permissions means managers and administrators can finally control who can edit specific CRM data. And with more granular permissions across HubSpot, you'll have more control than ever over the tools and content your team can access.



SALES HUB ENTERPRISE

eSignature

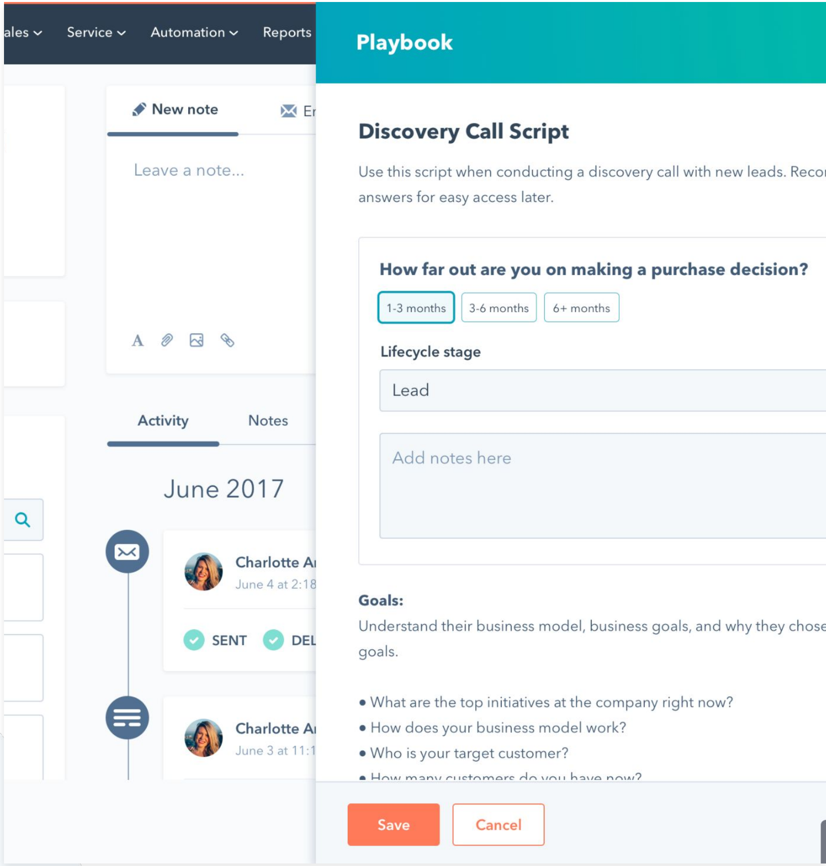
Collect signatures on quotes and other documents right inside of HubSpot.



SALES HUB ENTERPRISE

Playbooks

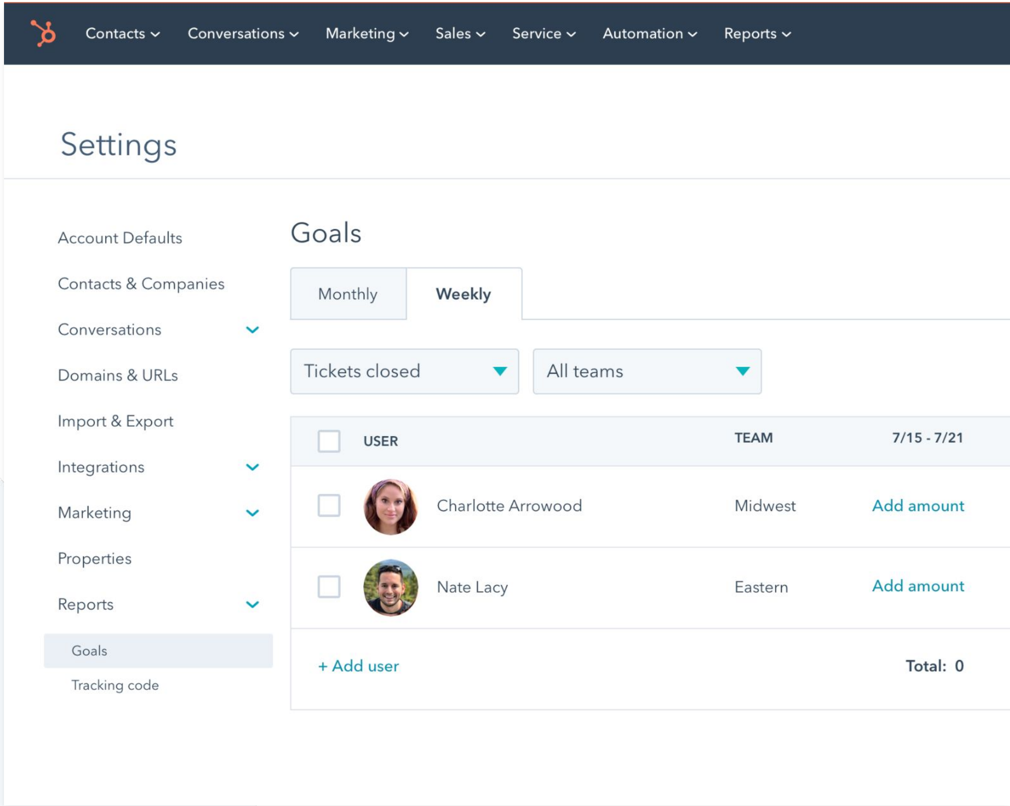
Build a library of sales best practices and resources. Use rules-based automation to surface recommended content to your sales team, right inside of HubSpot.



SALES HUB ENTERPRISE

Advanced Goals

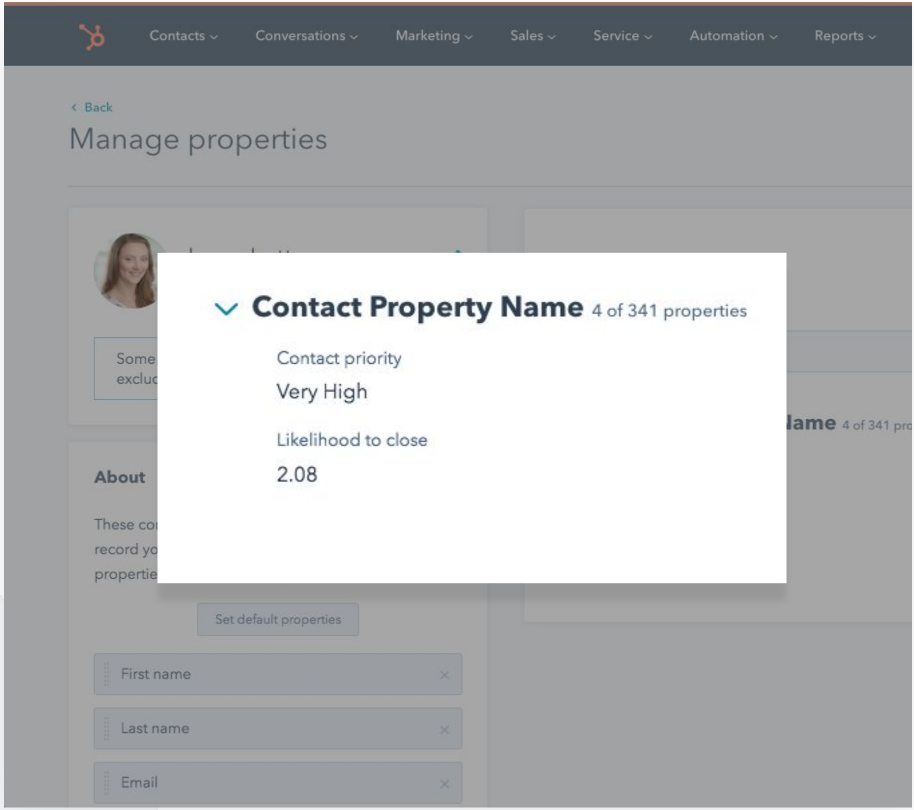
Give individual sales reps and teams the ability to report on metrics related to specific goals, like calls logged, meetings booked, revenue generated, or deals created.



SALES HUB ENTERPRISE

Predictive Lead Scoring

Predictive Lead Scoring takes hundreds of demographic and behavioral factors into account to automatically score contacts based on their likelihood to buy.



SALES HUB ENTERPRISE

Call Transcription

Let HubSpot conveniently transcribe any recorded call right inside HubSpot.