Compass Sales Solutions Announces New Enhanced Integration with HubSpot!

Boise, Idaho (January 2018) – Compass Sales Solutions, the industry leader in sales opportunity software, is excited to now offer an enhanced API integration with HubSpot. This new level of integration allows for a new at-a-glance HubSpot Lead generator view directly on your Sherpa Dashboard.

Sherpa's previous HubSpot integration allowed users to link to contacts' HubSpot accounts while in Sherpa, connecting users to HubSpot information and social media accounts. With the new API integration, sales teams can maximize their marketing strategies by pulling in leads from HubSpot directly to their Sherpa Dashboard view. This gives at-a-glance notification if new leads have come over to Sherpa and are waiting to be reviewed. This integration provides the user complete control of the leads being generated.

Users can review leads to determine what is a valid lead, quickly and easily creating activities from those valid leads without cluttering up their Sherpa activity list with dead ends. In reviewing the leads, if you determine the lead is not a valid lead you will have the option to remove it from your Dashboards view or as a generated current lead inside the HubSpot Leads. This integration works directly with the full CRM version of HubSpot, keeping Sherpa up to date with information entered in HubSpot and eliminating the need to enter data in multiple systems.

Tami Dittemore, VP of Operations with Compass Sales Solutions says, "This enhanced integration with HubSpot provides great time-saving features for sales reps. As leads come through your website, HubSpot pushes them directly into Sherpa for the sales rep to pursue. Streamlining incoming website leads and contact information in addition to putting marketing data at your reps' fingertips in Sherpa ensures they are making the most of their time and resources."

If you would like to know more about pricing and availability of the new HubSpot integration, please contact sales@compasscontact.net.

About Compass Sales Solutions:
Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry in 8 countries with over 10,000 users. Compass Sherpa provides a comprehensive suite that automates all aspects of the sales process and allows your sales professionals to utilize one tool to completely manage their sales goals. This includes prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphones and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.

About HubSpot:
HubSpot is a leading inbound marketing, sales, and CRM growth stack. Since 2006, HubSpot has been on a mission to make the world more inbound. Today, over 31,000 customers in more than 90 countries use HubSpot's award-winning software, services, and support to transform the way they attract, engage, and delight customers. HubSpot Marketing includes social media publishing and monitoring, blogging, SEO, website content management, email marketing, marketing automation, and reporting and analytics. HubSpot Sales enables sales and service teams to have more effective conversations with leads, prospects, and customers. HubSpot CRM helps sales teams organize, track, and grow their pipeline. All three platforms integrate right out of the box and are available for free to start. HubSpot has been named a top place to work by Glassdoor, Fortune, The Boston Globe, and The Boston Business Journal.