

Compass Sales Solutions Announces New Integration with HubSpot and new Social Media Links!

Boise, Idaho (February 2016) – Compass Sales Solutions, the industry leader in sales opportunity software, is excited to announce that we have released an integration with HubSpot as well as a Social Media access within Compass Sherpa.

This new integration will allow users the ability to link to their HubSpot account while in Sherpa. HubSpot provides the tools that will connect you and your customers with a direct link to your Social Media accounts to maximize your marketing strategies.

Lindsay Kelley, President of Prospect Builder, a HubSpot Certified Gold Partner, says, “The integration between Sherpa and HubSpot reduces time spent on data entry and offers greater intelligence to the reps when they follow up with their leads.”

Also in Sherpa account records, users now have the ability to create links to individual contact’s Social Media pages such as LinkedIn, Facebook, Twitter, etc. This will allow users to easily connect with their customers and have the option to filter and run reports in Navigator.

Tami Dittmore, VP of Operations with Compass Sales Solutions says, “Communicating through Social Media has become a pivotal part of networking and doing business. This new feature creates one less step for our users to connect with their clients and prospects”.

This is just the first step in integrating Sherpa with Social Media outlets allowing your sales teams to expand their networking and marketing abilities!

About Compass Sales Solutions:

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry in 4 countries with over 15,000 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 the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphone’s and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.

About HubSpot:

HubSpot was founded in 2006 as a result of a simple observation: people have transformed how they live, work, shop, and buy, but businesses have not adapted. This mismatch led Brian Halligan and Dharmesh Shah to create the vision for the inbound experience and to develop HubSpot’s platform to support it. With our powerful, easy to use, integrated set of applications, businesses can attract, engage, and delight customers by delivering inbound experiences that are relevant, helpful, and personalized. HubSpot is, after all, in a mission to make the world more inbound, one business transformation after another.

