



**Summit Partner**

Thanks for placing your trust in us for  
**10+ Years**

 **360 Degree Cloud Technologies**  
Everything You Need To Know

360 Degree Cloud, 2022  
360degreecloud.com

## About **The Author**



**Rohit Bhalla | COO**

**Live, Eat, and breathe Salesforce**

- Salesforce **Certified Veteran**
- **Strategist** of ISV & OEM Apps, Salesforce **Solution Consultant**
- Experienced Business **Process Implementation Expert** | 8 years, 500+ Implementations
- Salesforce **Evangelist, Speaker** at multiple Salesforce and Product Events
- Upcoming **Author** of *“11 Blunders of Bleeding Money with Salesforce Partners”*

# About Us

<b>RESOURCES</b>	<b>600+</b> DEVELOPERS, SPECIALISTS, ARCHITECTS, TRAILBLAZERS	<b>400+</b> SALESFORCE CERTIFICATIONS	<b>6 Offices</b> LAGUNA BEACH (USA), NOIDA, FARIDABAD, PUNE, JAIPUR, Kolkata		
<b>PROJECTS</b>	<b>3000+</b> SALESFORCE PROJECTS IMPLEMENTED	<b>30+</b> INDUSTRIES SERVED	<b>5</b> FLAGSHIP PRODUCTS	<b>20</b> APPEXCHANGE SECURITY REVIEWS CLEARED	
<b>PARTNERS</b>	<b>80+</b> PARTNERS	<b>DEMO JAM WINNER</b>	<b>SALESFORCE PARTNER</b> Summit (Platinum) Partner	<b>PLEDGE 1%</b> PROUD MEMBER	<b>TOP SALESFORCE CONSULTANTS</b>
<b>REPUTATION</b>	<b>10+</b> SINCE INCEPTION	<b>REVIEWED ON Clutch</b> 5.0 ★★★★★ 20 REVIEWS	<b>SALESFORCE registered DIV partner</b> <b>SALESFORCE available on AppExchange</b>	<b>EMPLOYER</b>	<b>TOP 100 Cloud Consulting Companies</b> <b>TOP 100 SMB Consultants</b> <b>CERTIFIED COMPANY</b>

## How to Set Up the Salesforce and LinkedIn Sales Navigator Integration

When you combine the LinkedIn Sales Navigator with your Salesforce Account, it allows you to explore LinkedIn Accounts, Accounts, Opportunities, and a lot more in a single view.

Moreover, you'll be able to access multiple LinkedIn features directly through your Salesforce account.

You can set up the LinkedIn Sales Navigator Salesforce Integration with the help of the following steps:

### Step 1: Search for the LinkedIn Sales Navigator Tool

Sign in to your Salesforce account.

Locate the Quick Find search box on the homepage and type LinkedIn Sales Navigator.

## Step 2: Initiate the Salesforce and LinkedIn Sales Navigator Integration

Initiate the LinkedIn Sales Navigator Salesforce Integration by going to the LinkedIn Sales Navigator AppExchange Package tab. Now click the Install button.


You'll see a pop-up window on your screen. Click on the option Get it Now in that window.

**Note:** You might be asked to log into the AppExchange using your account credentials. This can be needed for the verification of your account for the LinkedIn Sales Navigator Salesforce Integration.

You will be given two installation options. Select the Install in This org option. Click Install Here.

Where do you want to install LinkedIn Sales Navigator for Salesforce?

Before you install in a production org, we recommend testing in a sandbox first.

 Salesforce.com Inc. is not the provider of this listing and has not conducted any review of it. Please [click here](#) to understand what this means with respect to security and trust.

Install in This Org  
Get going in the org where you're logged in right now.

[Install Here](#)

Install in a Sandbox Org  
Test in a copy of a production org.

[Install in Sandbox](#)

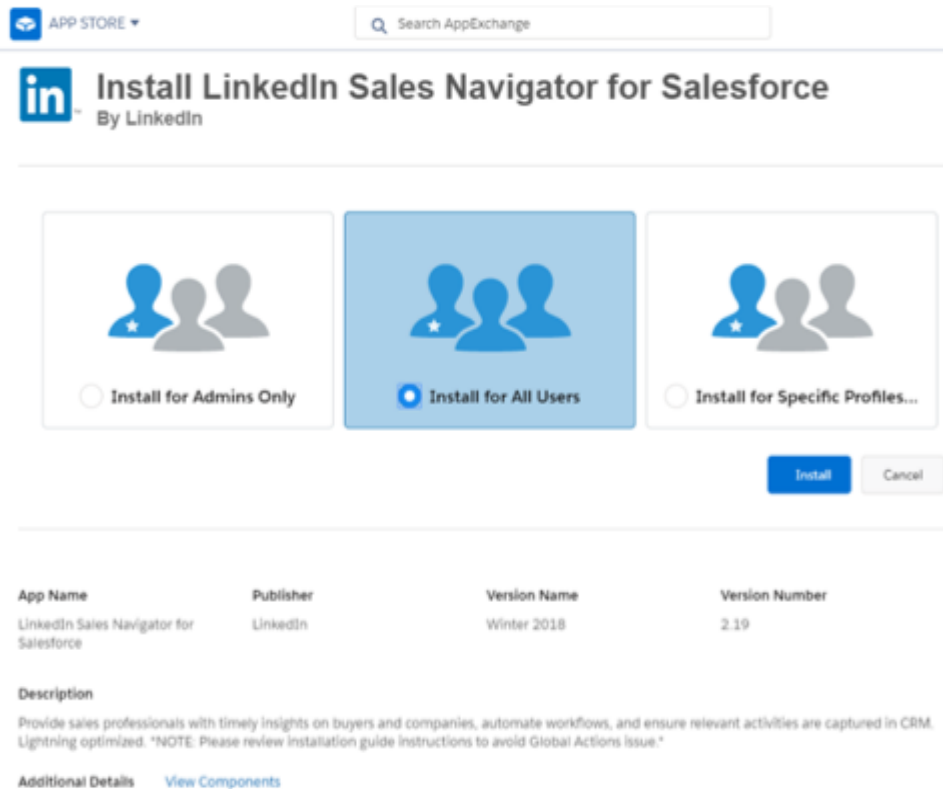
[Cancel](#)

Once you have reviewed and agreed to the terms and conditions for installation, click Confirm and Install.

## Step 3: Set the User Access Limit

Now you have to choose from the following 3 options to determine the limit of users that can use the integration.

- Select the Install for Admin Only option if you want to provide access to users with the admin account only.
- Select the Install for All Users option if you want to grant access to all users.
- Choose the Install for Specific Profiles options if you want to constraint the access to limited users only.



App Name	Publisher	Version Name	Version Number
LinkedIn Sales Navigator for Salesforce	LinkedIn	Winter 2018	2.19

**Description**  
Provide sales professionals with timely insights on buyers and companies, automate workflows, and ensure relevant activities are captured in CRM. Lightning optimized. \*NOTE: Please review installation guide instructions to avoid Global Actions issue.\*

[Additional Details](#) [View Components](#)

Once you've selected the desired option, click Install.

## Step 4: Complete and Configure the Installation

If your screen says Installation Complete, it means your LinkedIn Sales Navigator Salesforce Integration process is completed.


However, if your screen mentions Processing, have to wait for an email notification saying that the installation is complete. You can configure the tool according to your preferences once the installation is over.

That's it! The LinkedIn Sales Navigator Salesforce Integration is completed successfully.

## Our Apps on AppExchange

▶ AppExchange Apps


**Our Most successful flagship**


 **360 SMS App**


**1 App, 1 Number, Multiple Channels**


- ❖ SMS/MMS
- ❖ WhatsApp Messaging
- ❖ CTI (Calls)
- ❖ Ringless Voicemail
- ❖ Facebook Messenger
- ❖ Automated Texting
- ❖ 1-on-1 Conversation
- ❖ Link Tracking
- ❖ Bulk Texting & Scheduling
- ❖ Intelligent Texting (itext)

**Other offerings on AppExchange**

 **360 Merge Duplicates**

 **360 Verify the Mail**

 **360 Unsubscribe App**

 **Textolic**

## Thank You

 [rohit@360degreecloud.com](mailto:rohit@360degreecloud.com)

 +91 98 7109 6860, +1 309 316 7929