

SALES TRAINING UNIVERSITY

GET PRACTICE. GET NOTICED. GET PROFITE \$.



Join Us



ADIL SAMIT

THE **NEW**
B2B
SELLING

03.09.2017



ADIL SAMIT

CEO & Founder of 3 Companies

Over 15 years marketing experience, including over 9 in online marketing. Specializes in opening new markets and territories for small to medium sized traders and manufactures.

As a founder and CEO of Nocti, I develop innovative online marketing strategies to help companies to enhance branding, elevate market presence, and generate revenue. My expert understanding of and ability to optimally use social media, SEO and marketing technology tools for businesses allows me to offer companies a unique and successful approach to driving sales within their organization.

A man with a beard and long hair, wearing a black suit and a black shirt, stands with his arms crossed in front of a dark bookshelf filled with books. He is smiling slightly. The background is slightly blurred, showing a desk with a laptop and other office equipment.

**TAKE CHANCES WHEN YOU'RE
YOUNG SO THAT YOU CAN
TELL STORIES WHEN
YOU'RE OLD.**



Johnson & Johnson

IBM

SIEMENS

AREVA

PERDUE

NASDAQ OMX

AON

Delaware
Investments®

A member of Macquarie Group



FERGUSON®
Bath, Kitchen & Lighting Gallery

DU PONT®

LSAC

Drexel
UNIVERSITY





IS SELLING
AN **ART** OR
A **SCIENCE**?

THE OLD WAY OF B2B SELLING IS BROKEN

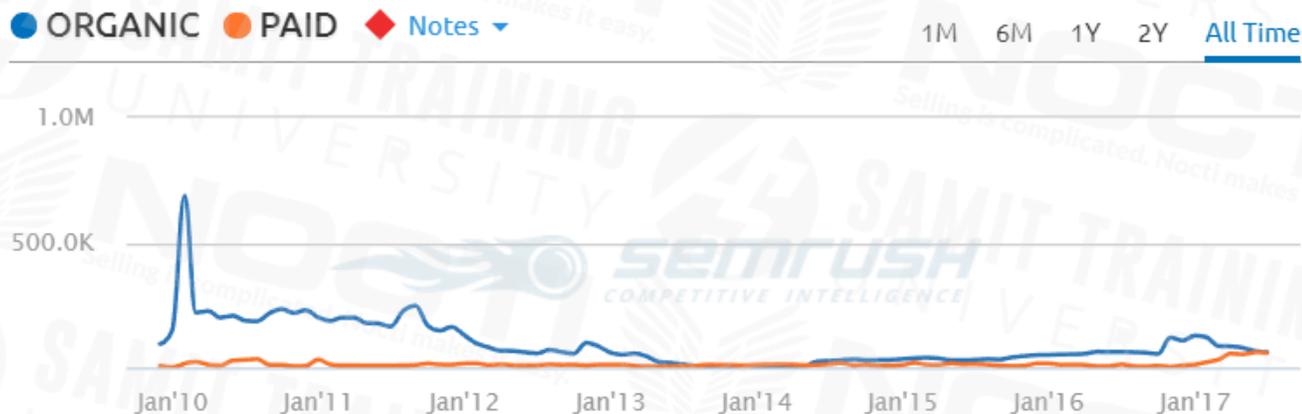
REALITY **1**



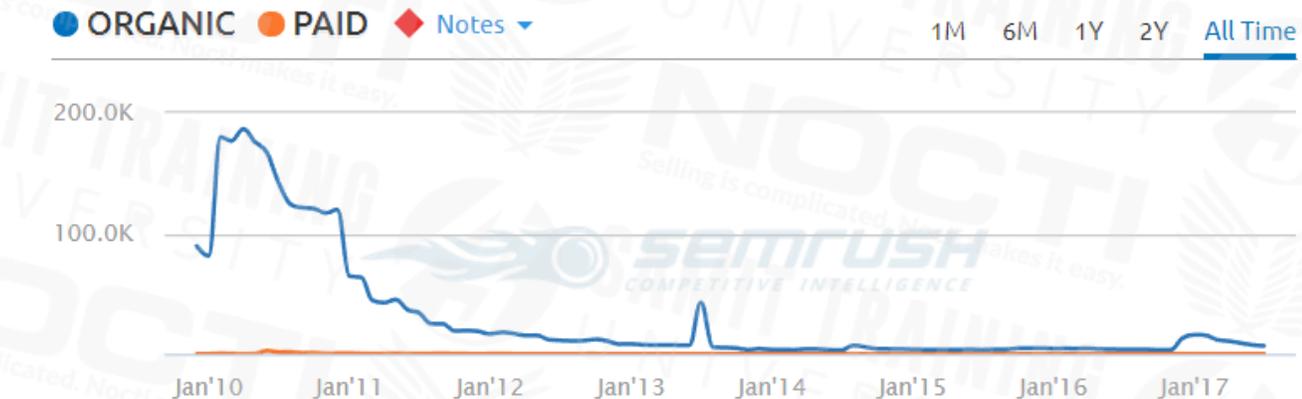
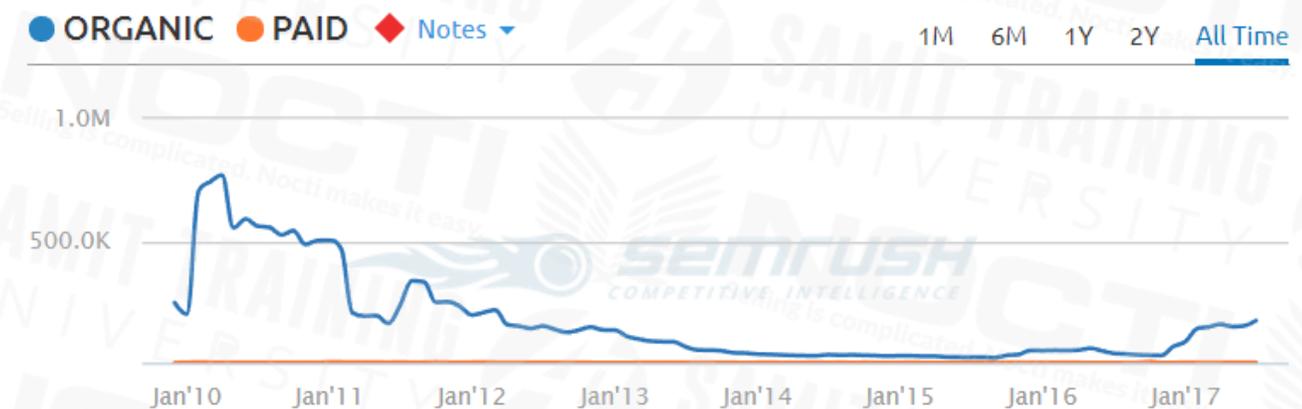
NOCTI
Selling is complicated. Nocti makes it easy.

Made-in-China.com

Source Quality Products Made in China



global sources



**90% OF B2B DECISION
MAKERS DON'T
RESPOND TO COLD
SALES OUTREACH**

REALITY 2



NOCTI
Selling is complicated. Nocti makes it easy.



Email is Dead

RIP

EMAIL



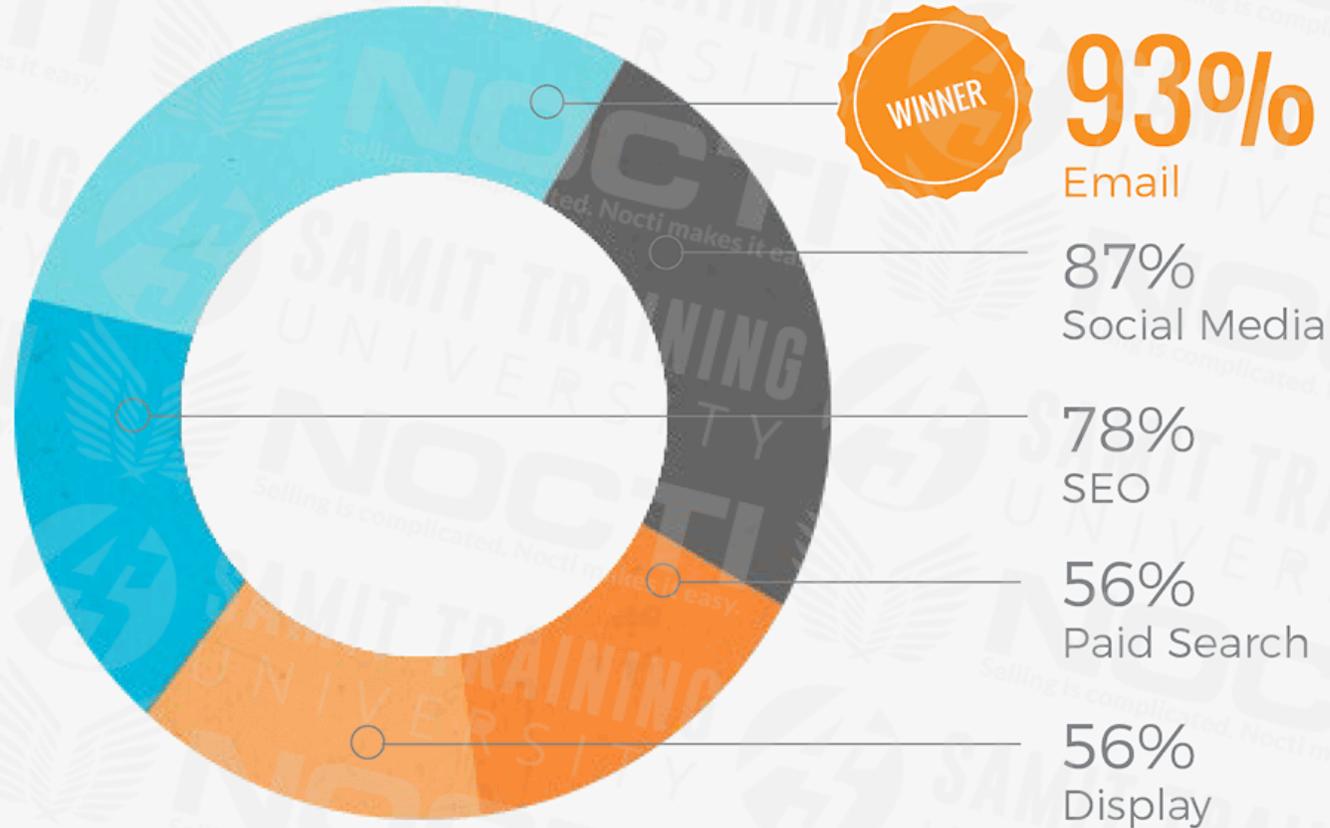


RIP?

I'M NOT DEAD!



A whopping **93%** of B2B marketers practice email marketing.

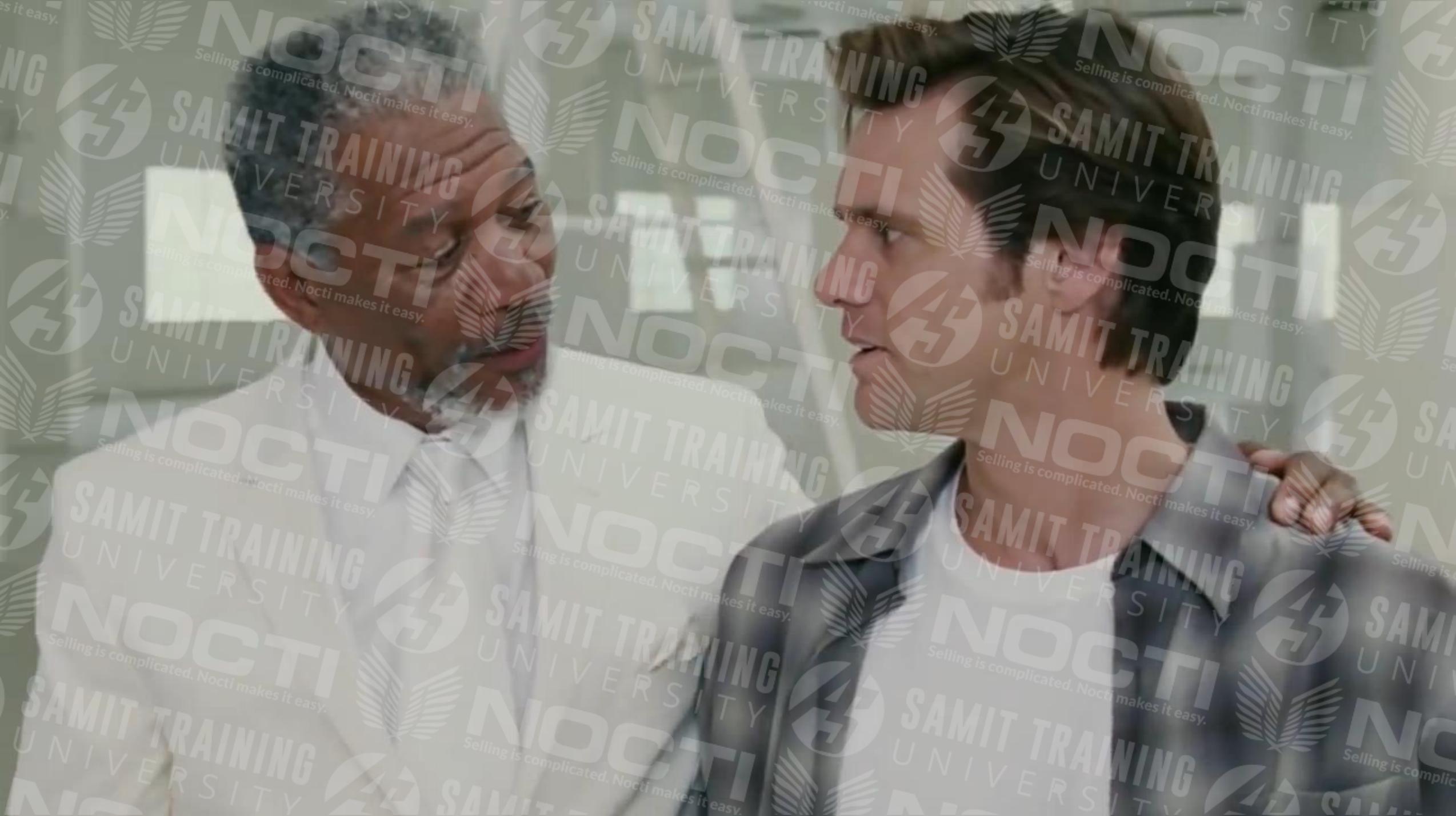


**B2B email campaigns
reported a 47% higher
click-through rate
than B2C in 2016**

REALITY 3



NOCTI
Selling is complicated. Nocti makes it easy.





THE NEW B2B BUYERS

what do they look like?





THE NEW B2B BUYERS

What do they look like?

Outside of work in their everyday consumer life, buyers are increasingly turning to digital tools to find solutions and to help them make purchasing decisions.

In recent years the B2B buyer has evolved to become a digital savvy, master/mistress of the Internet with a strong taste for social media.



BIG CHANGES TO B2B SALES PROCESSES

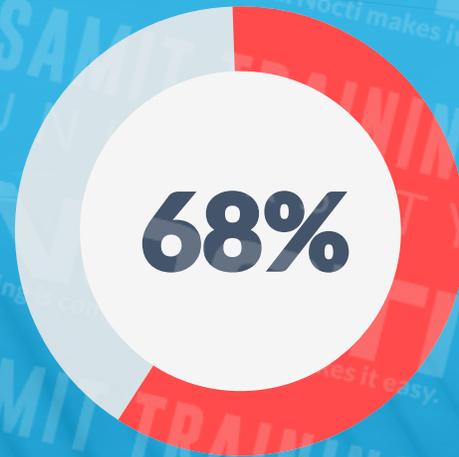
As software continues to get smarter, the B2B sales person's role and the sales process changed. The B2B sales professional must demonstrate in the long run that he/she can evolve and manage the new sales process, which will no longer be characterized as the sales process, but rather the buyer's journey.



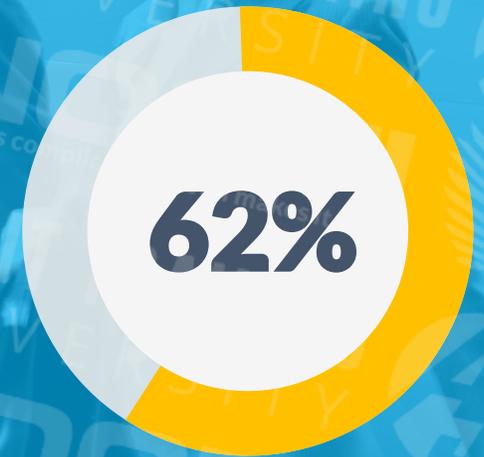
Business buyers are increasingly self-directed



Prefer not to interact with a sales rep as the primary source of information

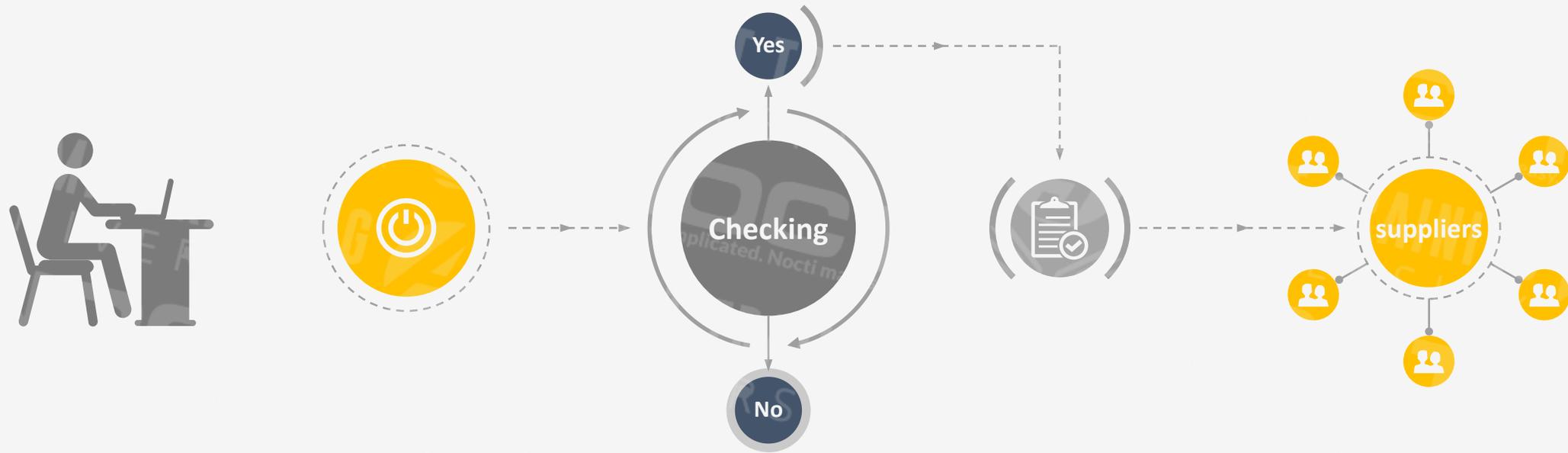


Prefer to research on their own, online



Can develop selection criteria or finalize a vendor list — based solely on digital content

Buyer Journey.



More than half (**53%**) of B2B buyers report turning to social media to make buying decisions

**BUYERS COMPLETE 67%
OF THEIR DECISION
MAKING BEFORE
THEY CONTACT
A SALES REP**

REALITY 4



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TOP SOCIAL MEDIA Channels for B2B



SlideShare



Instagram



Snapchat

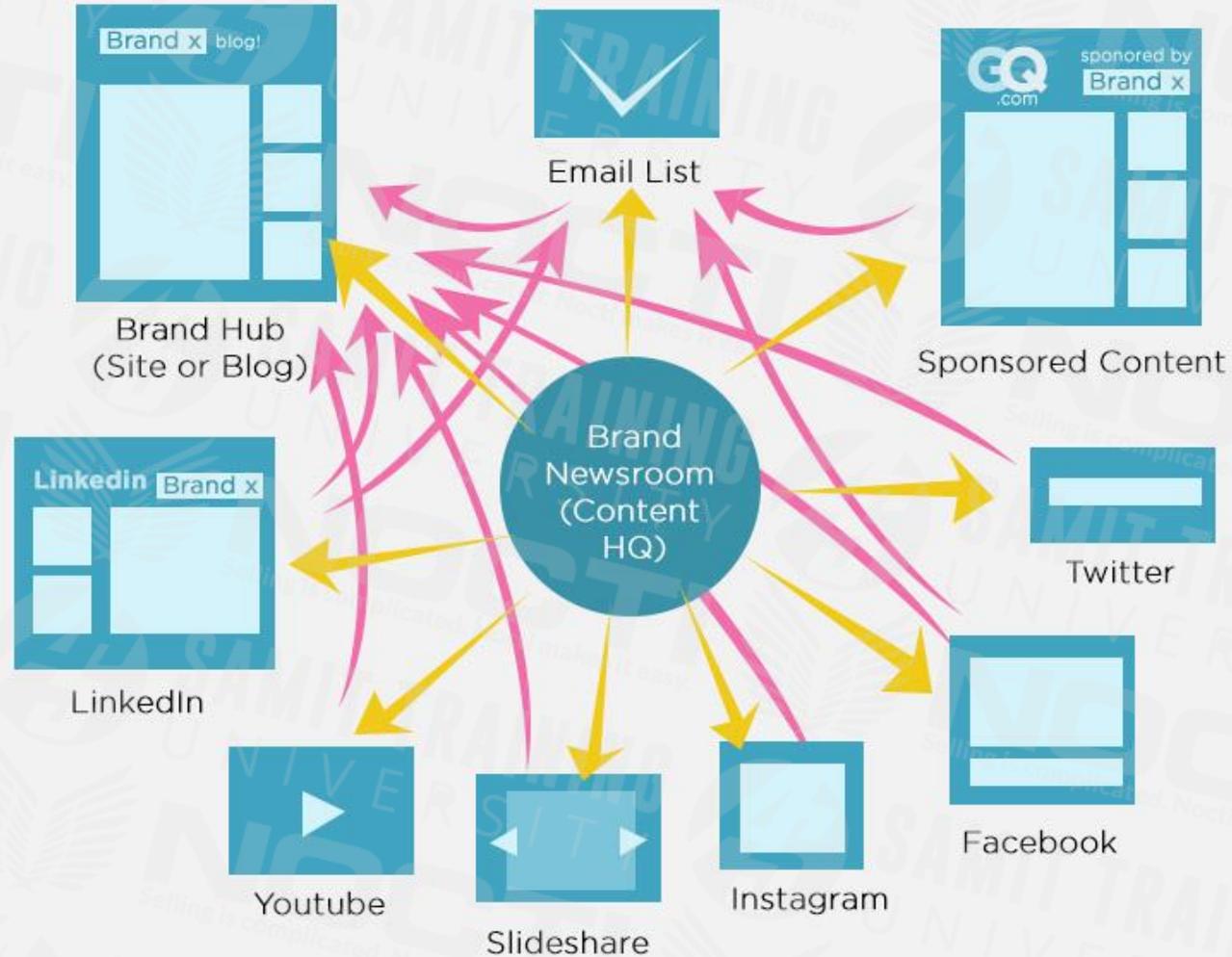


B2B Omni-Platform Content Strategy

The New Content Marketing:

Omni-Platform Content Strategy

Publish natively to → Promote/Push people to →





Adil Samit

International Speaker | Founder & CEO of 3 Co's | Helping businesses profit from social selling and digital marketing

417

Who's viewed your profile

3,792

Views of your post

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Doing Business in Ecuador: What You Need to Know

nathanlustig.com

Like Comment Share



Unilever Promoted

+ Follow

With World Water Week 2017 underway in Stockholm, the CSO Team's Senior Manager of Health & Wellbeing, Jonathan Gill, gets the views of Tim Wainwright, Chief Executive of WaterAid UK, on the water, sanitation and hygiene (v ...see more



Water, sanitation and hygiene: good progress but much to do

unilever.com

967 Likes · 12 Comments

Like Comment Share



Christina Austin

Owner of Austin Realty + Designs | REALTOR at Keller Williams Realty

Ad

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Adil, keep up with relevant opportunities at 绿地酒店

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[^ Back - To all](#)

[< Previous - A Toast to great partnerships](#)

[Next - Reaping the rewards of the Sustainable Development Goals >](#)

Water, sanitation and hygiene: good progress but much to do

With World Water Week 2017 underway in Stockholm, Jonathan Gill, Unilever's Senior Manager of Health & Wellbeing in our Chief Sustainability Office team, gets the views of Tim Wainwright, Chief Executive of WaterAid UK, on the water, sanitation and hygiene (WASH) agenda and how private sector partnerships have a key role to play in delivering its goals.

A gathering of experts

This is my first World Water Week as Chief Executive of WaterAid UK. It's a fantastic opportunity for experts and innovators in the WASH community to come together and discuss how to collectively deliver the Sustainable Development Goals (SDGs). It's not just about SDG6: water and sanitation for all. WASH is fundamental to any progress in development, especially in education and health.

It's a key event for WaterAid. As an organisation, we're full of world-leading thinkers doing fantastic work on the ground. We don't just tell decision-makers the difference water, sanitation and hygiene makes... we show them. Everything we do is 100% focused on making clean water, decent toilets and good hygiene a normal part of daily life for everyone, everywhere.

We will continue our active participation with the [WASH4Work](#) initiative during the week. I am also particularly looking forward to our ongoing discussions about strengthening the business case for WASH, and the research



歡迎來到多芬...

...「自信美」的所在。過去十多年來，我們持續致力於讓美成為自信，而非焦慮的來源，而這趟旅程則由此處延伸展開... [閱讀更多](#)



多芬Go Fresh系列

再也不需要保濕跟清爽間抉擇——來看看多芬Go Fresh系列吧！

Go Fresh清爽系列





SOCIAL SELLING

Social selling is when salespeople use social media to interact directly with their prospects. Salespeople will provide value by answering prospect questions and offering thoughtful content until the prospect is ready to buy.



NOCTI
Selling is complicated. Nocti makes it easy.



REALITY 5

**75% OF BUYER USE
SOCIAL MEDIA TO
FIND INFORMATION
ON VENDORS**

**What Technologies Tools Are You
Using As A Salesperson?**

**And How You Judge That It Can
Grow Your Revenue?**

FAST FACTS



Salespeople are relying on a variety of sales technologies to grow revenue, close deals and build stronger relationships. Such as :

CRM

Email Tracking

Social Selling

Sales Intelligence

Productivity Apps





1

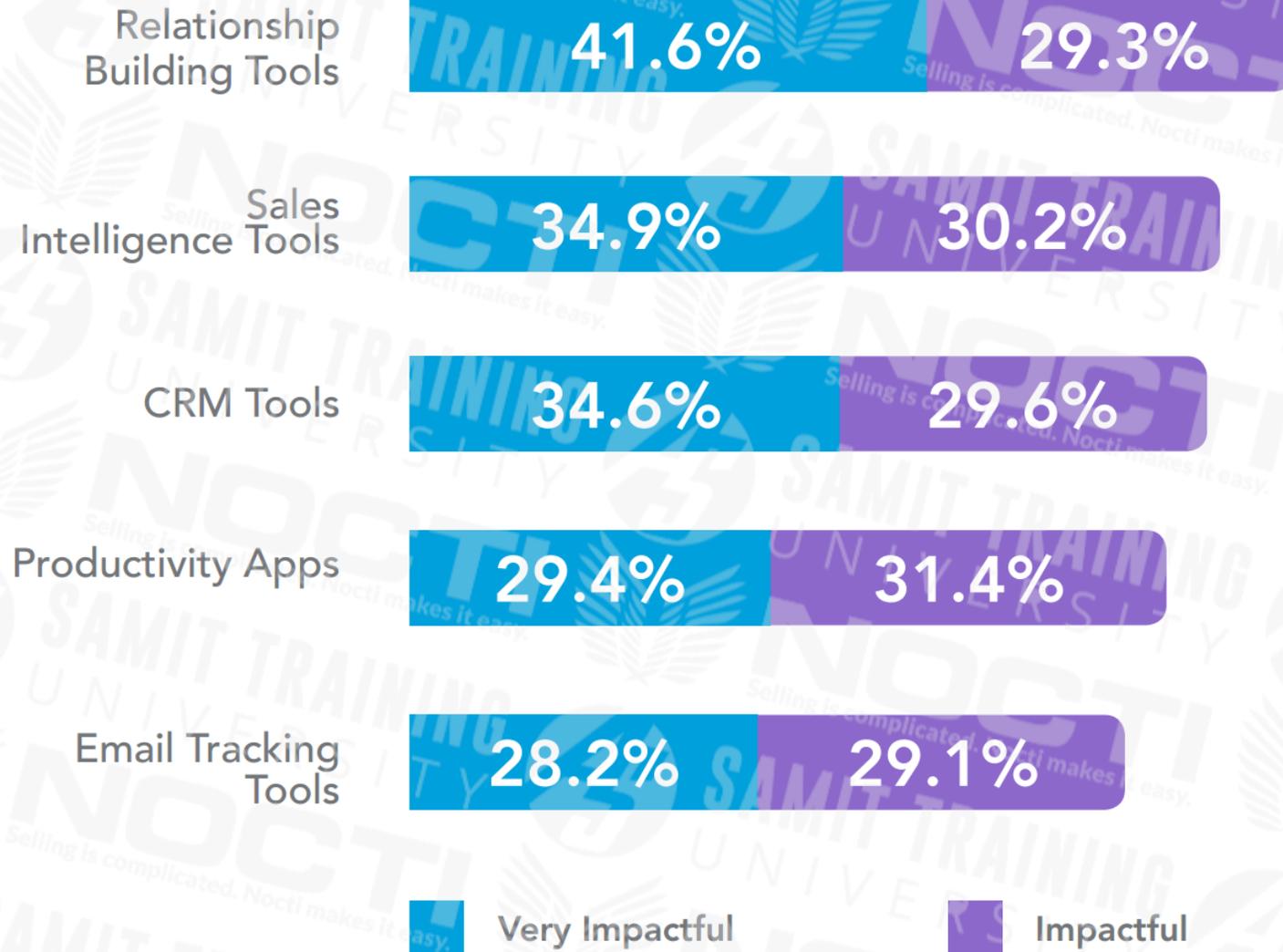
Sales professionals spend the most time using **social selling tools and **CRM** – and believe both deliver the highest value.**

Hours Spent With Each Tool



2

More than **70%** of sales professionals use **social selling tools**, including LinkedIn, Twitter and Facebook, making them the most widely used sales technology.



Thinking about the various types of sales technology, how impactful are they on your ability to grow revenues?

3

90% of top salespeople use social selling tools, compared with

71% of overall sales professionals.

Top Salespeople Value Sales Technology



CRM



salesforce.com



nimble.com

pipedrive[™]

pipedrive.com

Social Selling



Linked in

twitter

Sales Intelligence




DiscoverOrg
discoverorg.com

 **InsideView**[®]

insideview.com

Email Tracking

 **Yesware**

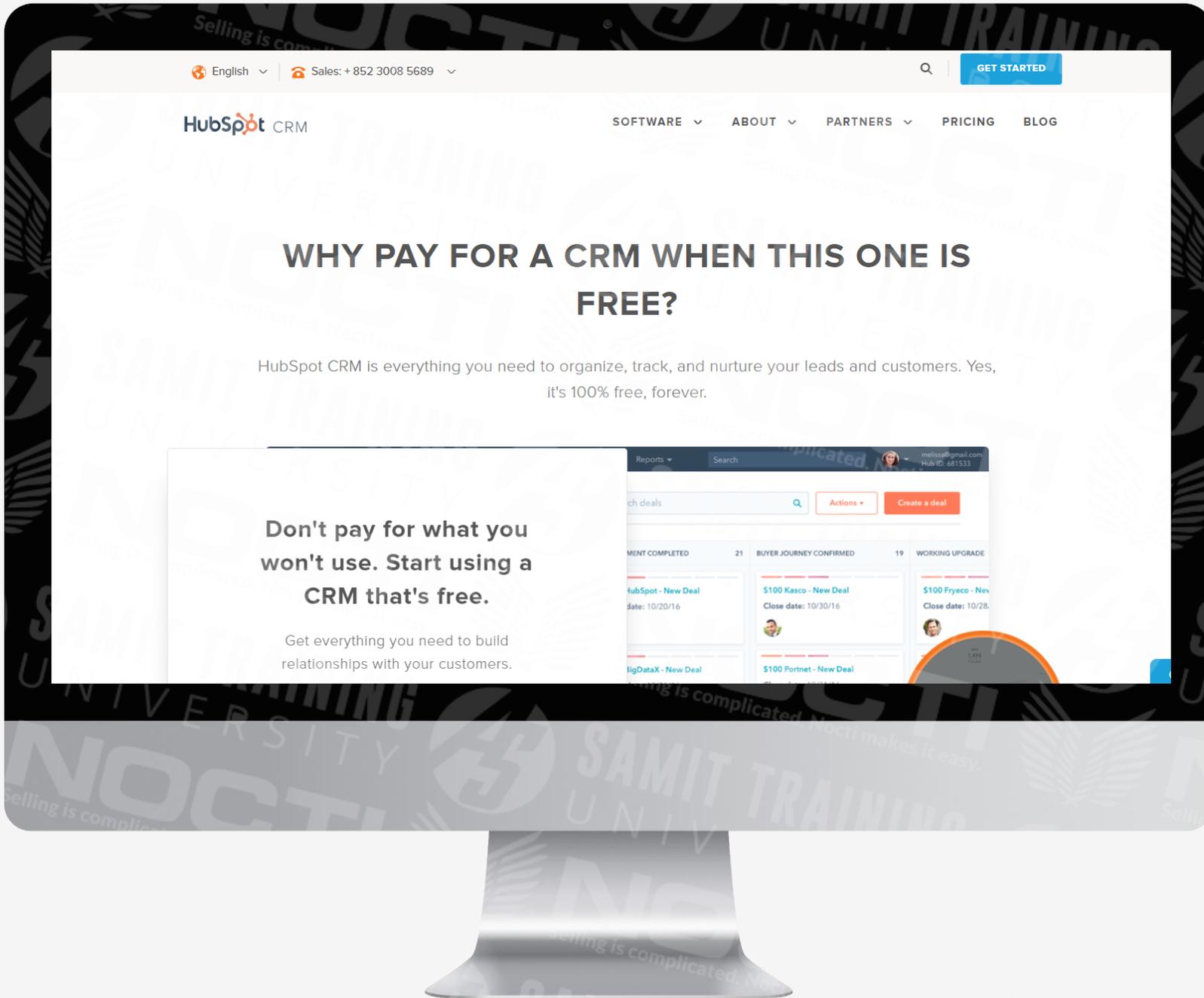
yesware.com

 **cirrus insight**

cirrusinsight.com

 **SalesLoft**

salesloft.com



HUBSPOT CRM



Everything you need to organize, track, and nurture your leads and customers. Yes, it's 100% free, forever.





HubSpot CRM



HUBSPOT CRM



Everything you need to organize, track,
and nurture your leads and customers.
Yes, it's 100% free, forever.



 **First name Last name** ⚙️
Job title

Contact is excluded from analytics based on their IP

ABOUT ⚙️
MSCHNITT+SEQUENCES@HUBSPOT.COM

City

Email mschnitt+sequences@h...

HubSpot Owner

First Conversion Request a demo: SFCO...

Mobile Number

Job Title

Lead Source

Lifecycle Stage Evangelist

Number of Conversions 1

[View all properties](#)

SEQUENCES

[New note](#) [Email](#) [Call](#) [+ Log activity](#) [Create task](#) [Schedule](#)

Templates Sequences Documents [Clear](#)

To <mschnitt+sequences@hubspot.com> CC BCC

From **Matt Schnitt** <mschnitt@hubspot.com >

Subject

Start typing to send an email...

B I U 11 Helvetica Neue **A**   

Send email Emails require a subject and a body

[Filter timeline...](#)

SEPTEMBER 2015

No events matching current filters for September 2015

  You called, but the call failed 08/31/2015 at 3:51 PM

AUGUST 2015

 mschnitt+sequences@hubspot.com opened a tracked email 08/28/2015 at 10:28 AM
Meeting Request - HubSpot

 mschnitt+sequences@hubspot.com opened a tracked email 08/26/2015 at 3:18 PM



X-RAY Methods





X-Ray Method Inurl Operator

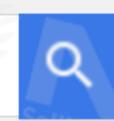


Finding LinkedIn Profile

site:linkedin.com (inurl:in OR inurl:pub) -intitle:directory
(Keyword1 OR Keyword2) "Country"

Example

site:linkedin.com (inurl:in OR inurl:pub) -intitle:directory
(silicone OR silicone+rubber) "Canada"



All Images Maps Videos News More Search tools

SEOquake

About 1,080 results (0.31 seconds)

Parameters

SERP report

Export CSV

Sort this page ^

Locale ^

1. Top 3 Gordon Scudder profiles | LinkedIn

<https://www.linkedin.com/pub/dir/Gordon/Scudder>

Gordon Scudder. Production supervisor at **Silicone Rubber Canada**. Location: **Canada**; Industry: **Plastics**. Current, Production supervisor at **Silicone Rubber ...**

I: 52.8M L: 0 LD: 362M I: 223M Rank: 15 Age: wait... whois source

Rank: 59

2. Gordon Scudder | LinkedIn

<https://ca.linkedin.com/in/gordon-scudder-b6760672>

Cambridge, Ontario, Canada - Production supervisor at Silicone Rubber Canada - Silicone Rubber Canada

Gordon Scudder. Production supervisor at **Silicone Rubber Canada**. Location: **Cambridge, Ontario, Canada**; Industry: **Plastics ...**

I: 16.7M L: 0 LD: 849K I: 2.09M Rank: 15 Age: wait... whois source

Rank: 59

3. Gord Scudder | LinkedIn

<https://www.linkedin.com/in/gord-scudder-641b1170>

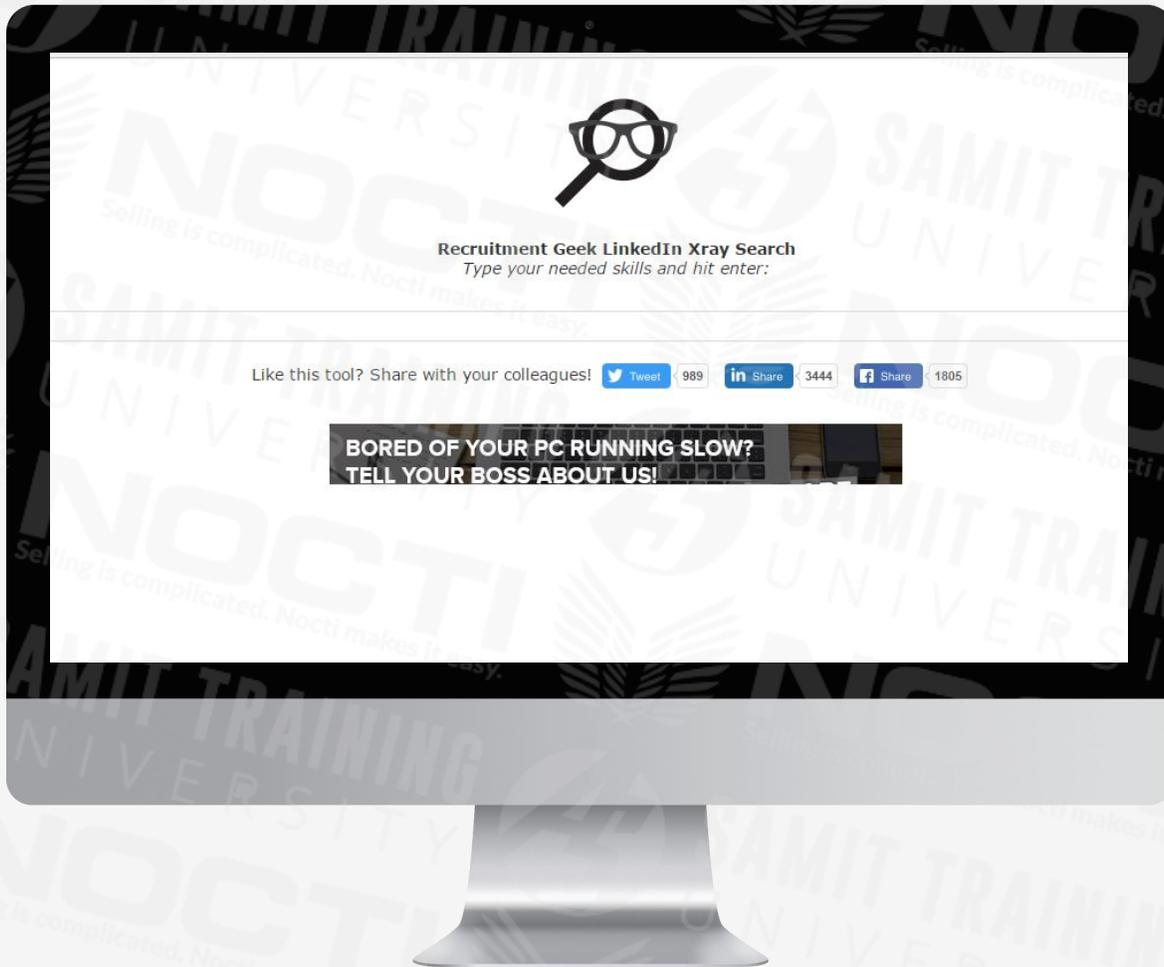


Remember

X-Ray method will not only allow you to find customers profiles on LinkedIn but also Groups, Company Pages

All this will help you to get more results that lead you to take advantage and get more profit.





LINKEDIN XRAY SEARCH

<http://recruitmentgeek.com/tools/linkedin/>

Power bank



All British Dutch Belgian German Scandinavian Italian French Swiss Spanish South American E. European

About 1,870,000 results (0.36 seconds)

Sort by: Relevance

powered by Google Custom Search

Mark (Power Bank and USB Gift) | LinkedIn

<https://www.linkedin.com/pub/mark-power-bank-and-usb-gift/.../b0b?...>



VP of International Sales and Marketing - ShenZhen UNOs Technology Co.,LTD @Shenzhen UNOs Technology Co.,Ltd., which is professional power bank ODM and OEM manufacturer. - Shenzhen City, Guangdong, China

View Mark (Power Bank and USB Gift)'s professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Mark ...

Missy Power | LinkedIn

<https://www.linkedin.com/in/missy-power-164a4569>



SVP of Marketing at South State Bank @South State Bank - Columbia, South Carolina

View Missy Power's professional profile on LinkedIn. LinkedIn is ... SVP of Marketing at South State Bank ... I have left Bank of America and currently working at.

Nora (Power bank) Ren (electronic scooter) | 领英

[https://cn.linkedin.com/.../nora-\(power-bank-ren-electronic-scooter-10a6b010b](https://cn.linkedin.com/.../nora-(power-bank-ren-electronic-scooter-10a6b010b)



Sales Manager at Shenzhen Bloom Technology Co., Ltd - 广东 深圳

领英是全球领先的商务人脉网络，帮助像Nora (Power bank) Ren (electronic scooter)这样的职场人士找到企业内部联系人，并通过这些人脉来联系职位候选人、行业 ...

Raymond Wood | LinkedIn

<https://www.linkedin.com/in/raymond-wood-67801810>



Managing Director-Head of Global Power & Renewables at Bank of America Merrill Lynch @Bank of America Merrill Lynch - Greater New York City Area

26 years in investment banking, 23 dedicated to the power sector. I have advised clients on a range of mergers and acquisitions, initial public offerings, ...

Top 10 Andy Power profiles | LinkedIn

<https://www.linkedin.com/pub/dir/Andy/Power>



Power Bank, Mobile phone charger, Iphone samsung phone. Location: Shenzhen, Guangdong, China; Industry: International Trade and Development ...

Nick Mckee | LinkedIn

<https://www.linkedin.com/in/nickmckee>



Managing Director - Group Head US Energy & Power Corporate Banking @Bank of America Merrill Lynch - Greater New York City Area



Chrome Extensions





CRYSTAL KNOWS



It look up a LinkedIn member, it will work out a personality profile Crystal will show you how to personalize your message to them



<http://crystalknows.com>

owa MBA. Weekend lectures by US professors.15 years in HK. Ad ...

Post

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Ad Achieve your 2017 business goals with LinkedIn Create an ad in minutes Create Ad



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Adil Samit

Founder & CEO of 2 Co's | Helping businesses profit from social selling and digital marketing
Ecole de Marketing & Commerce International
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...ce, including over 8 in online marketing. Specializes in opening new markets and d traders and manufacturers.As a founder and CEO of Nocti, I develop innovativ...

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406 Who's viewed your profile

1,914 Views of your post in the feed

Click to see personality

Update background photo

Add new profile section

Edit your public profile

Add profile in another language

Ad

Visit the company page for Abbott!




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& CEO of 2 Co's | Helping businesses profit from social selling and digital marketing

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vendors and manufacturers.As a founder and CEO of Nocti, I develop innovativ...

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Ads You May Be Interested In

Want to be a CEO?
The Future CEO program helps you make the right connections enquire now!

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Dc Adil Samit
maroc.service@hotmail.tr

35% CONFIDENCE

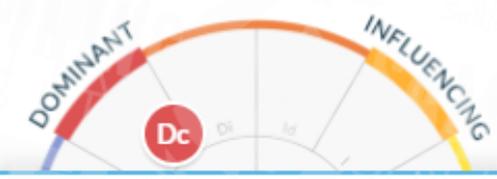
Adil is direct, task-focused, fast-paced, appreciates independence from structure.

COMPETITIVE ASSERTIVE

STRATEGIC

Quick Tip: Move quickly, but be precise.

[VIEW FULL PROFILE](#)



UPGRADE FOR ACCESS

- Use our email coach for real-time language suggestions in Gmail.

Time US MBA - University of Iowa MBA. Weekend lectures by US professors.15 years in HK. Ad ...



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Including over 8 in online marketing. Specializes in opening new markets and partners and manufacturers.As a founder and CEO of Nocti, I develop innovativ...

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Add profile in another language

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University of Iowa MBA. Weekend lectures by US professors. 15 years in HK.

Freelancer Payments
Everything you need to pay & manage your freelancers. Get started for Free!

35% CONFIDENCE

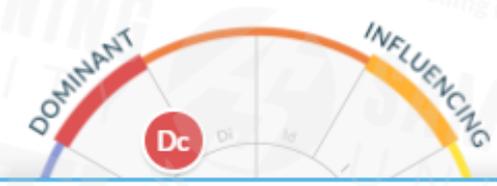
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[VIEW FULL PROFILE](#)



UPGRADE FOR ACCESS

- Use our **email coach** for real-time language suggestions in Gmail.

 **Adil Samit**
Chief Executive Officer at NOCTI GROUP | [Report Duplicate](#) | [Save as Contact](#)

Adil is direct, task-focused, fast-paced, and appreciates independence from structure.

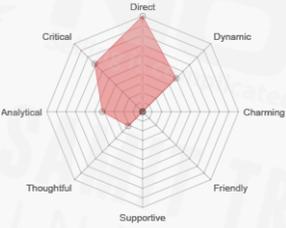
Quick Tip: Challenge ideas and assert yourself.
Disc type:

Overview

COMPETITIVE **ASSERTIVE** **STRATEGIC**

It comes naturally to Adil to...

- Have high expectations
- Let others know when they aren't performing
- Be frustrated if someone is late to a meeting



CRYSTAL KNOWS

crystalknows.com/p/3934287

Email Templates & Coaching

Learn how to send effective emails to Adil in any situation.

Email: Price concerns

Price concerns

Approach Adil **directly**, without incorporating too many details. Pose a **straightforward question**, and one that only requires a 'yes' or 'no' answer.

Subject:

Price concerns

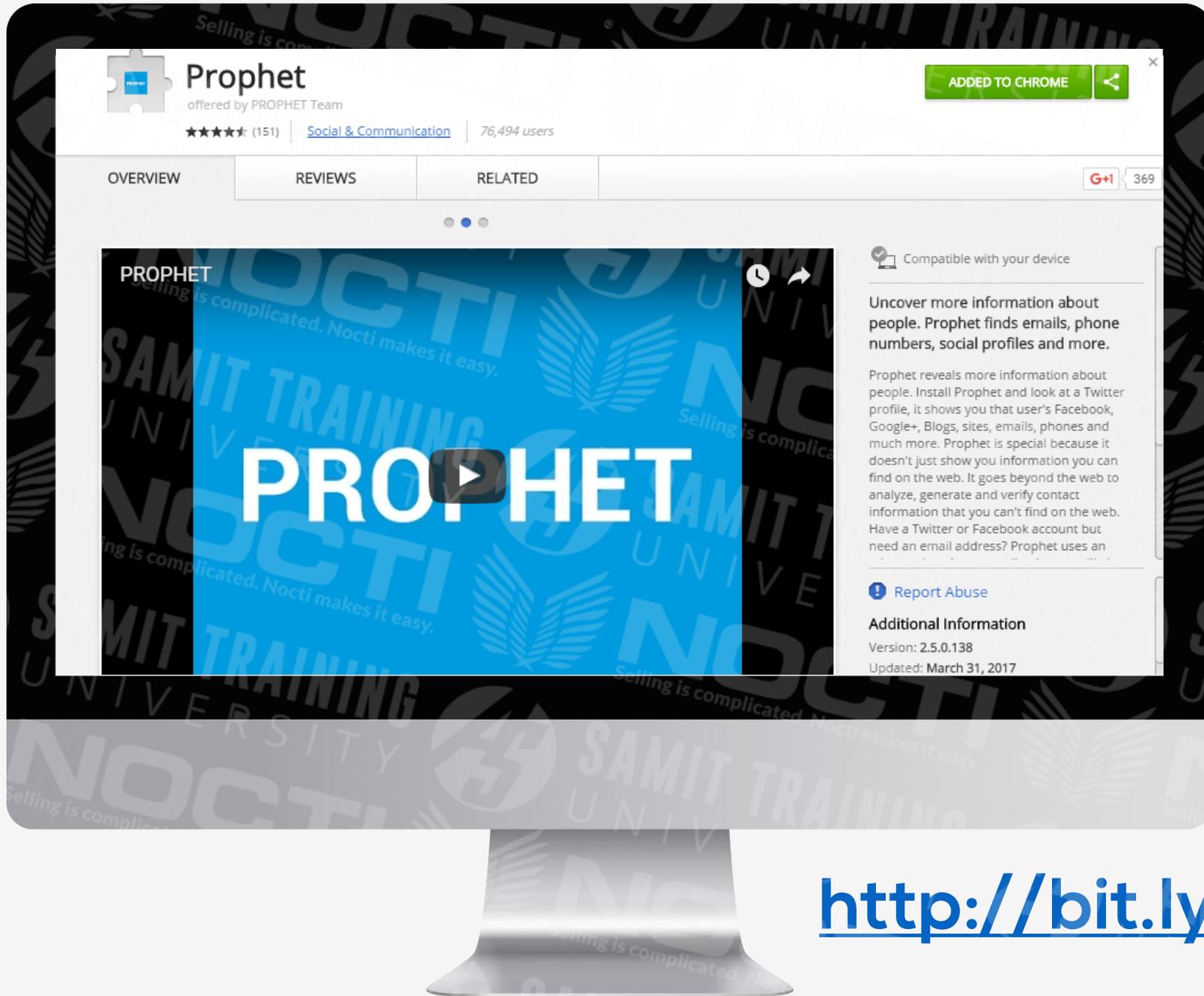
Body:

Adil,

Your concern over our rates is very important to us, but we are confident you will be pleased with the ROI and the quality of our services.

I would love to discuss this issue further to see if we can come up with a solution. Can you talk later this week?

-[Your Name]



PROPHET

When you're on a LinkedIn or other social media profile, open prophet
It will show you their Email address, and aim to find them elsewhere online



<http://bit.ly/prophetchrome>

10x GROWTH CON



2 度

Grant Cardone

Best-Selling Author | Speaker | CEO of 4 Private Co's with \$100M in revenue | Real Estate

Holdings of \$500M |

Cardone Acquisitions • Cardone University

美国 迈阿密-劳德代尔堡地区 • 500+ 人

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MY SLOGAN ▶ "Success is my duty." – Grant Cardone
WHAT I DO ▶ I work with small companies and Fortune 500 companies to grow sales by finding overlooked opportunities and customizing the sales process to be more e...

展开



Grant Cardone
Cardone Acquisitions
美国 迈阿密-劳德代尔堡地区

+1 310-777-0255
+1 800-368-5771
91% info@grantcardone.com
93% cardonesuccess@gmail.com
92% grant@grantcardone.com
87% grant@cardoneacquisitions.com

联系方式及个人信息

Grant 职业档案、网站、推特和

展开

Jane, 加入Booking.c



Account Manager - We
Chengdu, CN

去看看

BETA Give us feedback!

INFO 56

LISTS 0

SOCIAL PROFILES

- Facebook
- Foursquare
- Google+
- Klout
- LinkedIn
- Twitter

WEBSITES

- 10.27.20.52
- 10x.grantcardone.com
- 10x.grantcardone.com



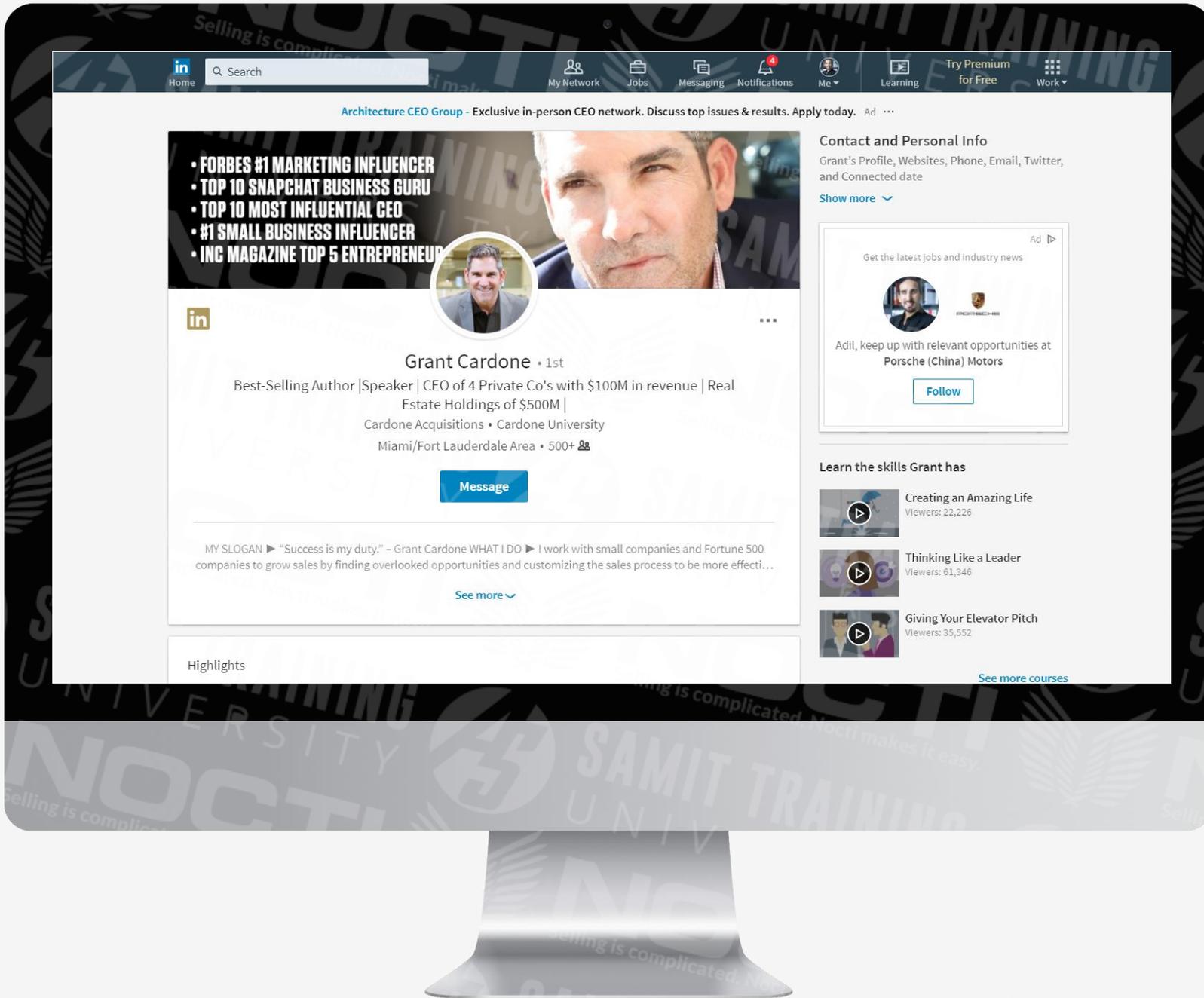
360SOCIAL

See everything
about everyone



Lets you see everything about anyone,
offering you endless opportunities to
connect with people and engage with
them.





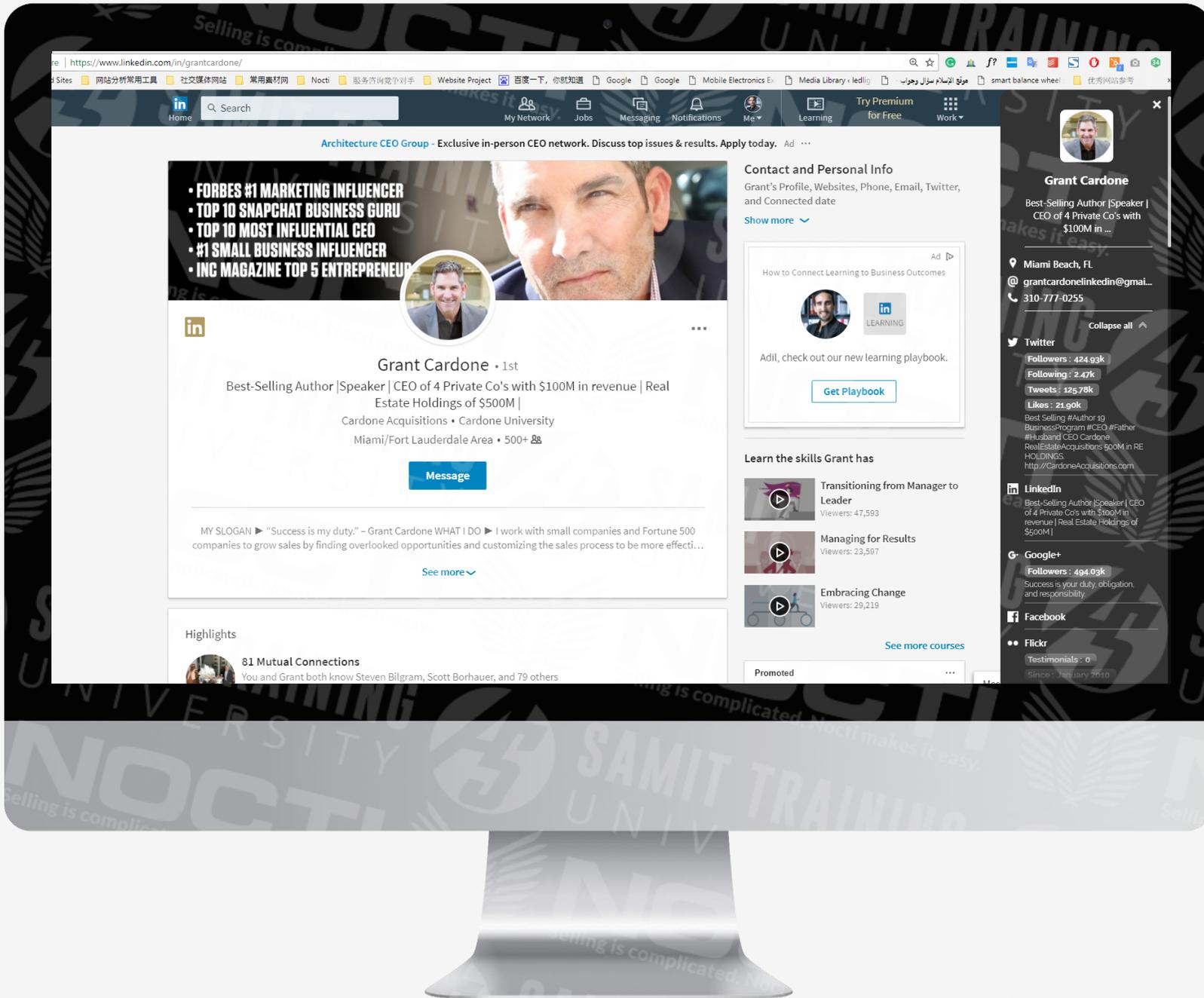
360SOCIAL

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about everyone



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them.





360SOCIAL

See everything about everyone about everyone



Lets you see everything about anyone, offering you endless opportunities to connect with people and engage with them.



Architecture CEO Group - Exclusive in-person CEO network. Discuss top issues & results. Apply today. Ad ...



Grant Cardone • 1st

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[Message](#)

Success is my duty." – Grant Cardone WHAT I DO ► I work with small companies and Fortune 500 sales by finding overlooked opportunities and customizing the sales process to be more effecti...

Contact and Personal Info

Grant's Profile, Websites, Phone, Email, Twitter, and Connected date

[Show more](#) ▾

Ad ▶

How to Connect Learning to Business Outcomes

Adil, check out our new learning playbook.

[Get Playbook](#)

Learn the skills Grant has

Transitioning from Manager to Leader
Viewers: 47,593

Managing for Results
Viewers: 23,597



Grant Cardone

Best-Selling Author | Speaker |
CEO of 4 Private Co's with
\$100M in ...

Miami Beach, FL
 grantcardonelinkedin@gmail.com
 310-777-0255

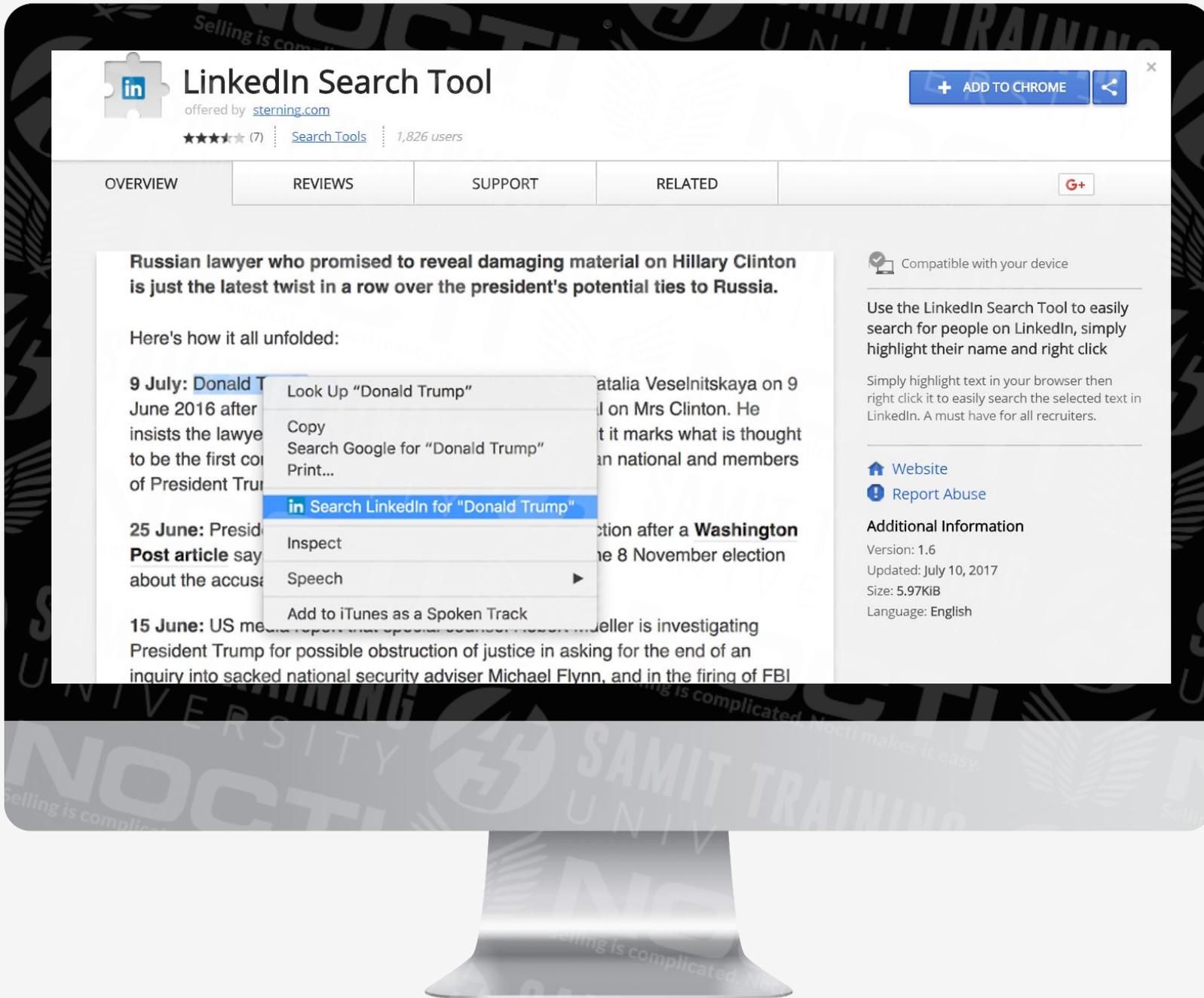
[Collapse all](#) ^

Twitter
Followers : 424.93k
Following : 2.47k
Tweets : 125.78k
Likes : 21.90k

Best Selling #Author 19
BusinessProgram #CEO #Father
#Husband CEO Cardone
RealEstateAcquisitions 500M in RE
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LinkedIn
Best-Selling Author | Speaker | CEO
of 4 Private Co's with \$100M in
revenue | Real Estate Holdings of
\$500M |

Google

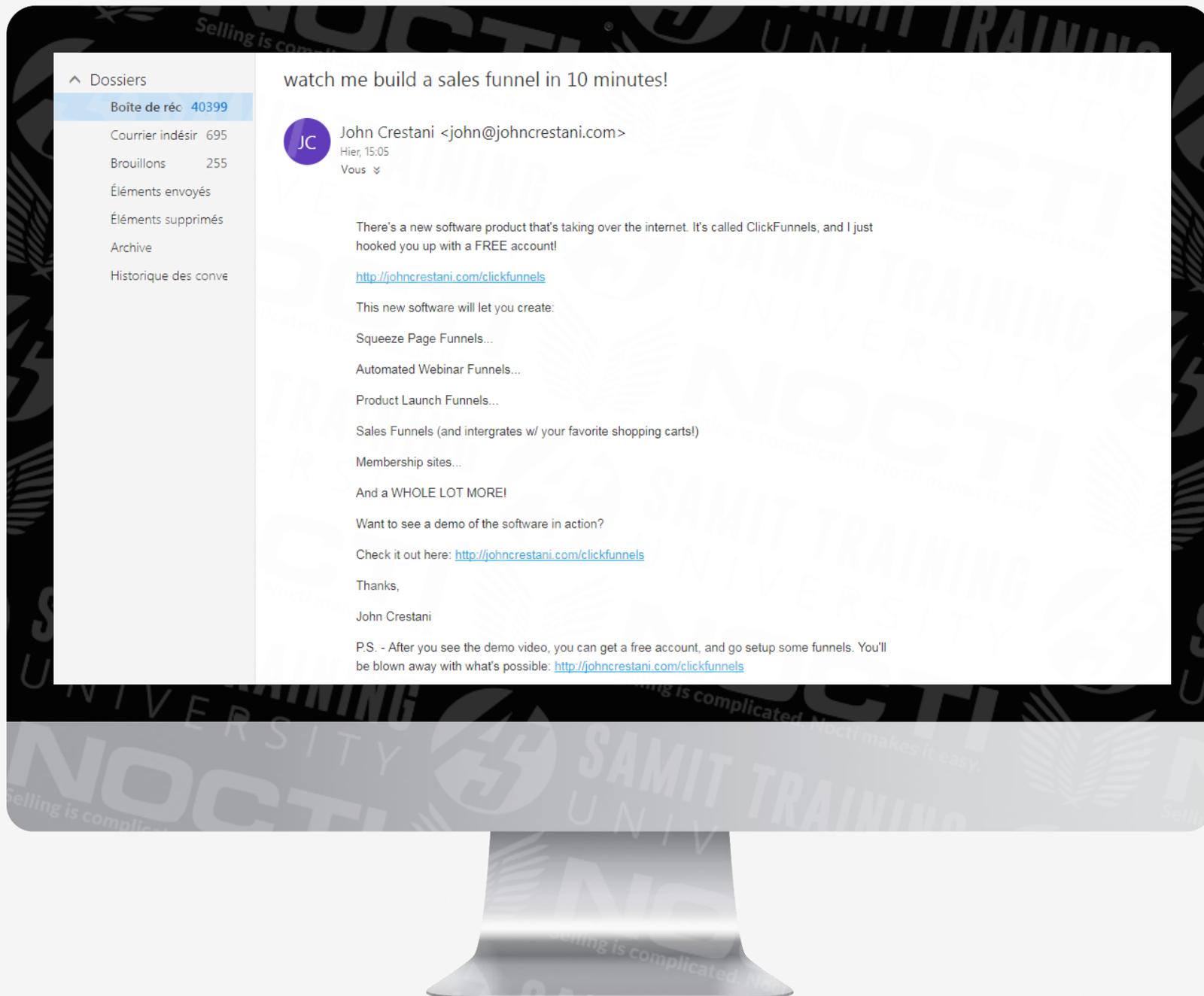


LINKEDIN SEARCH TOOL



Search for people on LinkedIn, simply
highlight their name and right click





LINKEDIN SEARCH TOOL



Search for people on LinkedIn, simply
highlight their name and right click



Sales Funnels (and intergrates w/ your favorite shopping carts!)

Membership sites...

And a WHOLE LOT MORE!

Want to see a demo of the software in action?

Check it out here: <http://johncrestani.com/clickfunnels>

Thanks,

John Crestani

P.S. - After you see the demo video, you can get a free account, and go setup some funnels. You'll be blown away with what's possible: <http://johncrestani.com/clickfunnels>

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JoinJohn.com 929 Colorado Ave. Santa Monica, California 90401 United States (310) 362-1724



LINKEDIN SEARCH TOOL



Search for people on LinkedIn, simply
highlight their name and right click



John Crestani

P.S. - After you

be blown away

[Unsubscribe](#)

JoinJohn.com 929 Colorado Ave. Santa Monica, California

Copy Ctrl+C

Search Google for "John Crestani"

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 Adblock

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 Search LinkedIn for "John Crestani"

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highlight their name and right click



Top **People** Jobs Posts Companies Groups Schools

Need a writer? - Communicate your value and message in ways that lead more people to YES! Ad ...

Showing 6 results



John Crestani In
Co-Founder at WeLearn
Greater Los Angeles Area Connect

 3 shared connections



John Crestani • 3rd
Senior Network Engineer at Ridley Corporation
Melbourne, Australia Send InMail



John Crestani
Owner at JohnCrestani
Greater Los Angeles Area Connect

Summary: John Crestani is an Explorer, Marketer and likes...



John Crestani • 3rd
OWNER at JUST FOR FUN
Sarasota, Florida Area Send InMail



John Crestani • 3rd
...
Australia Connect

 **Own your own Registrar**
Domain name registrar and full turn key services.

 **Spreadsheets Are Old News**
Say goodbye to rows and columns. Say hello to instant insights. Ad

Filter people by

Connections
 1st 2nd 3rd+

Keywords

Connections of

Locations

Current companies

Past companies

Industries

Profile language

Nonprofit interests

Schools

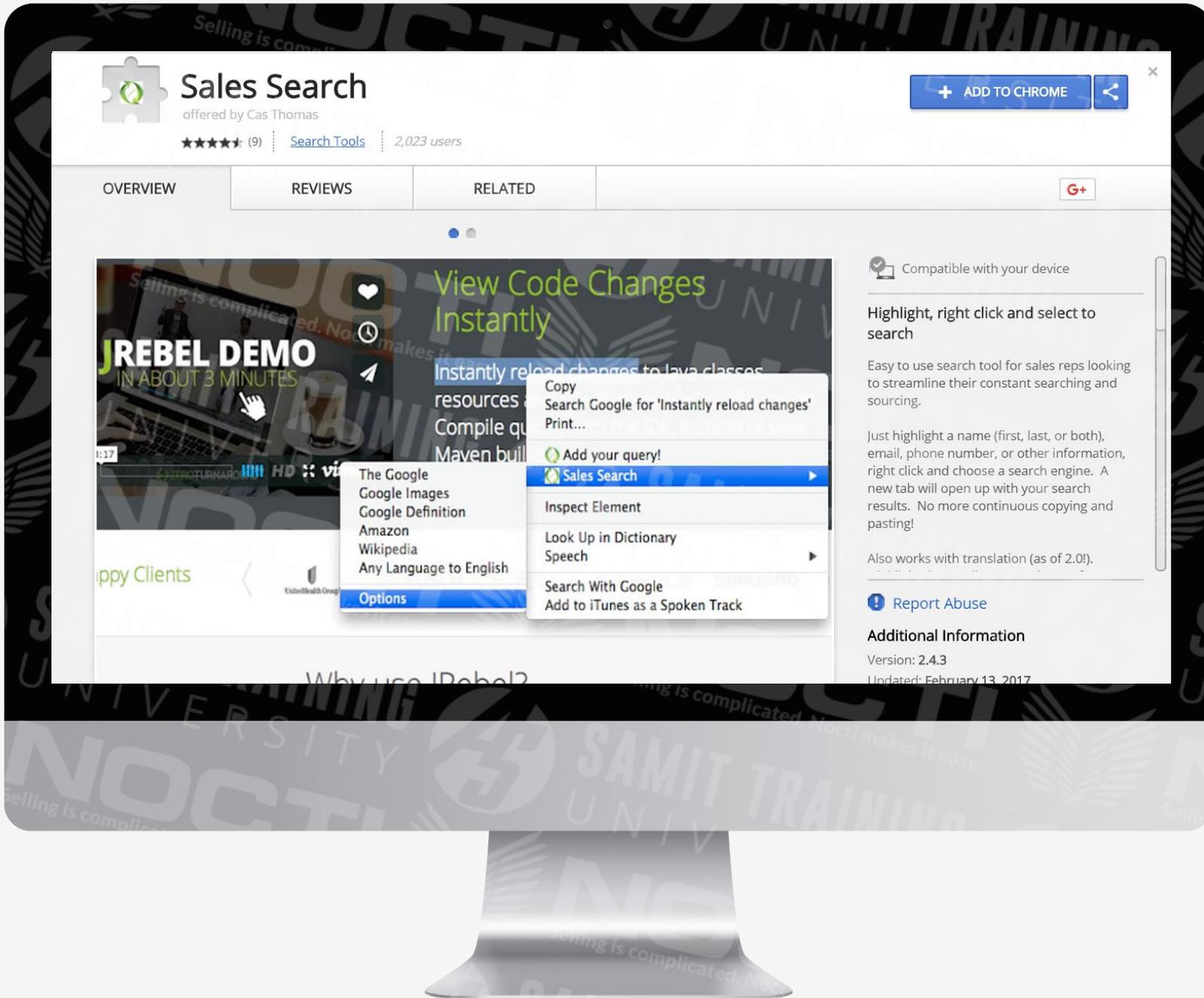
Want to better focus your search?
Upgrade to a Sales or Hiring plan to unlock additional filters, including Function and Years Experience.



LINKEDIN SEARCH TOOL

Search for people on LinkedIn, simply highlight their name and right click





SALES SEARCH



Easy to use search tool for sales reps looking to streamline their constant searching and sourcing.



primés

Thanks,

John Crestani

s conve

P.S.

be b

Unsu

Join J

you can get a free account, and

<https://www.linkedin.com/company/john-crestani.com/clickfunnel>

90401 United States

- Copy Ctrl+C
- Search Google for "John Crestani"
- Print... Ctrl+P
-  AdBlock
-  Add to Todoist
-  Google Translate
-  Sales Search
-  Search LinkedIn for "John Crestani"
- Inspect Ctrl+Shift+I

- SalesForce
- Hoovers
- MyStats
- LinkedIn**
- The Google
- Gmail
- Google+
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- Twitter
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Tous

Publications

Personnes

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Filtrer les résultats

PUBLIÉES PAR

- Tout le monde
- Vous
- Vos amis
- Vos amis et vos groupes
- Choisissez une source...

PUBLIÉES DANS LE GROUPE

- N'importe quel groupe
- Vos groupes
- Choisissez un groupe...

LIEU IDENTIFIÉ

- N'importe où
- El Jadida
- Casablanca
- Choisissez un lieu...



Pages

Voir tout



John Crestani ✓

Envoyer un message

J'aime

Personnalité publique · 665 K like this

Hi it's John Crestani, affiliate marketer of naturopathic nutrition products. To learn more about how to become an online marketer, enroll in my...

Voir tout



Personnes

Voir tout



John Crestani

Profil

Ajouter



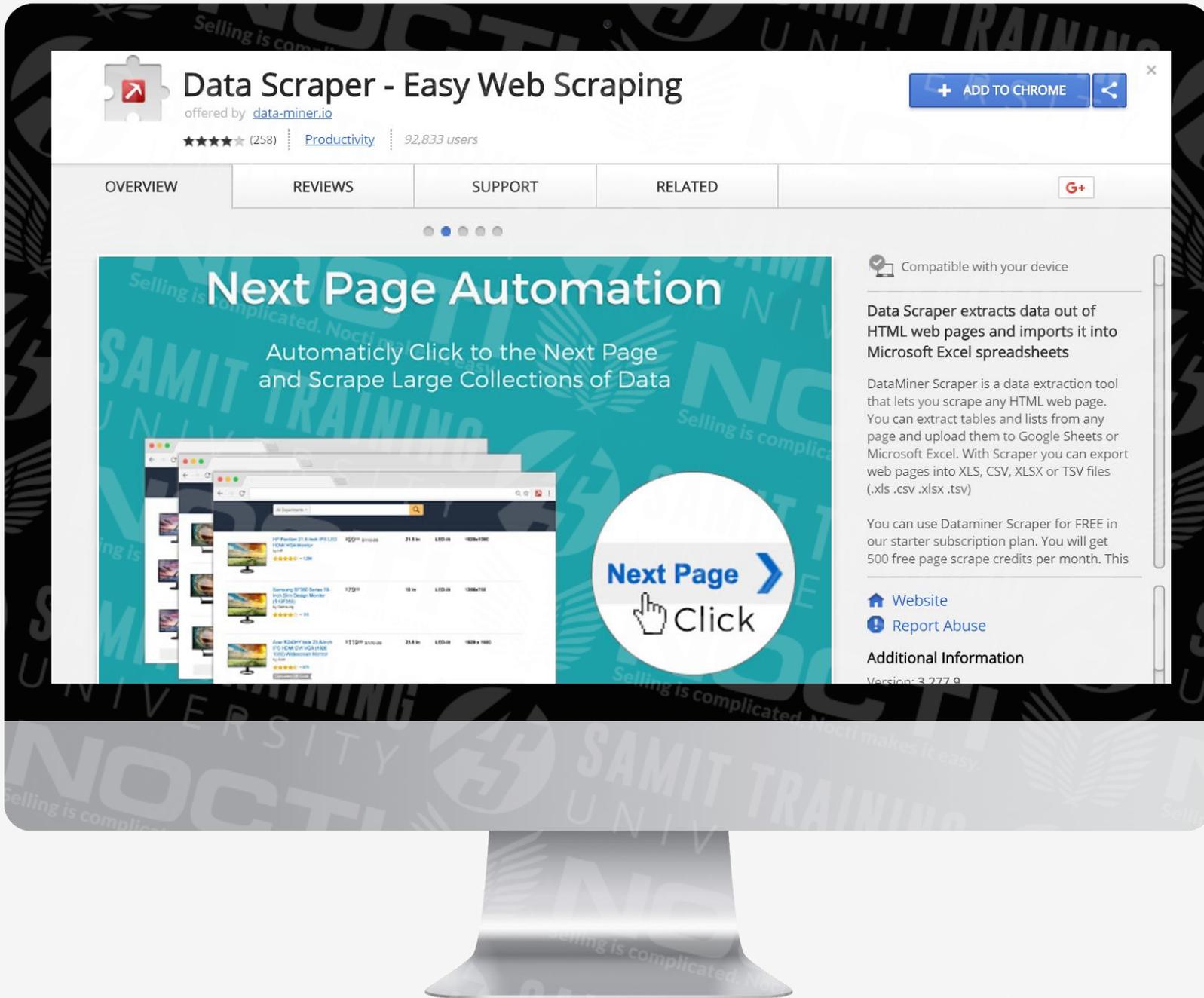
John Crestani

Profil



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DATA SCRAPER



Extracts data out of html pages and import it into Microsoft Excel spreadsheets



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Search results

Languages

Help

SafeSearch Filters

[SafeSearch](#) can help you block inappropriate or explicit images from your Google Search results. The SafeSearch filter isn't 100% accurate, but it helps you avoid most violent and adult content.

Turn on SafeSearch [Lock SafeSearch](#)

Results per page



Spoken answers

When you [search by voice](#), should we speak the answers aloud?

- Speak answers for voice search
- Just show text

Where results open

Open each selected result in a new browser window



site:uk.linkedin.com/in "gmail.com" led display



全部

图片

视频

新闻

地图

更多

设置

工具

找到约 123 条结果 (用时 0.32 秒)

Tony Gibbs | Professional Profile - LinkedIn

<https://uk.linkedin.com/in/tony-gibbs-70ab4a48> - 翻译此页

Portsmouth, United Kingdom - Technical Event Production at Bigaboxproductions - Bigabox London

Owner of events and exhibitions consultancy working with **LED screens** for ... Brands looking to tap into this market should contact expomission@gmail.com ...

Tom Miller | Professional Profile - LinkedIn

<https://uk.linkedin.com/in/tomalistairmiller> ▼ 翻译此页

London, Greater London, United Kingdom - Commercial Director at UniLED Solutions Ltd - UniLED Solutions Ltd

UniLED Solutions is the market leader in **LED** and **LCD screen** maintenance. ... Please email me at only1tmiller@gmail.com if you would like more information.

🔍 [Search bar with microphone icon]

Settings Tools

ogle

Bigaboxproductions - Bigabox London
systems created for ... Brands looking to

tor at UniLED Solutions Ltd - UniLED

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Public Recipes for www.google.co.uk

- 👍 📄 * Google Search Results - Get Emails [Example](#) ⓘ
- 👍 📄 Accounting & Taxation Classic Papers ⓘ
- 👍 📄 Sweeet ⓘ
- 👍 📄 * Google Search result ⓘ
- 👍 📄 * Google Search Results ⓘ
- 👍 📄 Google - LinkedIn search [Example](#) ⓘ
- 👍 📄 Google - LinkedIn search [Example](#) ⓘ
- 👍 📄 dendy [Example](#) ⓘ
- 👍 📄 Generic Recipe - Get All Links [Example](#) ⓘ

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support@data-miner.io

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[My Subscription Plan](#)Public Recipes: [www.google.co.uk](#)

Generic Recipe – Get All Links

Generic Recipe – Get Emails

* Google Search Results – Get All Links

* Google Search Results – Get Emails

Google Search Results With Auto Next–avd087

search results for potential partners

qooole TEKSAYFA 24.05.2017

My Recipes: \times Auto Pagination \times

Test Next Page

▶ Start Auto Pagination

Selector for Next Page:

Navigation Type:

Click on Element Specified \downarrow

Wait Time Between Page Navigation

 in seconds

Current Specified Next page Element:

Found an element with tag name: SPAN

Recipe Settings \times Custom Javascript **i** \times Filters \times

New

Save Recipe

Reload Page

Help

Scrape

Accumulated Rows: (100)

Clear

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Collections

Clipboard

	Name	URL	Headline	Content
1	Tony Gibbs	https://uk.linkedin.com/in/tony-gibbs-70ab4a48	Portsmouth, United Kingdom - Technical Event Production at Bigaboxproductions - Bigabox London	Harrods window displays for BlackBerry, Large impact LED systems created for ... Brands looking to tap into this market should contact expomission@gmail.com ...
2	Tom Miller	https://uk.linkedin.com/in/tomlistairmiller	London, Greater London, United Kingdom - Commercial Director at UniLED Solutions Ltd - UniLED Solutions Ltd	UniLED Solutions is the market leader in LED and LCD screen maintenance. ... Please email me at only1tmiller@gmail.com if you would like more information.
3	Rosaleen McGrae	https://uk.linkedin.com/in/rosaleen-mcgrae-8664617a	Leeds, West Yorkshire, United Kingdom - Marketing Executive for Barratt & David Wilson Homes Yorkshire West - Barratt Developments plc	r.mcgrae@gmail.com ... Lamb 1887 handbags fill the gap in the market for practical yet trend led bags for ... Our disciplines include retail design, shop in shop, pop-up-shops, promotional events, window displays and POP display, as well as ...
4	Daniel Siden	https://uk.linkedin.com/in/danielsiden	London, United Kingdom - Director at Haberdashery Ltd. and Lightvert Ltd. - Lightvert Ltd.	Contact info: hello.dsiden@gmail.com +44 (0)7985 680 467 ... Our first product, ECHO is a new type of display hardware that allows us to make the worlds largest digital outdoor images without the need for the worlds largest LED billboard.
5	Nigel Fletcher	https://uk.linkedin.com/in/nigel-fletcher-89596b49	Wolverhampton, United Kingdom - Director of Business & Client Development in worldwide exhibition & display solutions. - Global Displays	Director of Business & Client Development in worldwide exhibition & display solutions. ... to contact me at nigel.af@gmail.com or nigel.fletcher@globaldisplays.co.uk ... Building our LED division by connecting/ working with people, businesses ...
6	David Glendinning	https://uk.linkedin.com/in/david-glendinning	Newcastle upon Tyne, Northumberland, United Kingdom - Independent consultant specialized in humanitarian protection, human rights and durable solutions - Regional Durable Solutions Secretariat (East Africa and Horn of Africa)	Email: mrdglendinning@gmail.com ... -Syria: Led assessments on civil documentation in northern and southern Syria, the first of their kind conducted by a ...
7	Christoph Cyrol	https://uk.linkedin.com/in/chriscyrol	London, United Kingdom - EMEA Marketing Manager at InFocus - InFocus	... me a message on LinkedIn or contact me under christoph.cyrol@gmail.com. ... of LED monitors, touch displays, projectors, large-format displays and virtual ...
8	Tom Richards	https://uk.linkedin.com/in/trichards1	London, United Kingdom - Head of Client Service at We Are Social - We Are Social	Key contact: tomrichards190@gmail.com ... At We Are Social London I led a team of extremely talented client service professionals (ranging from AE to SAD). ... multiple media channels (including affiliates, SEO, PPC and digital display).
9	George Bethell	https://uk.linkedin.com/in/georgebethell		Contact: george.bethell@gmail.com ... At the start of the year, I led the award winning "One Two Five" Cannes Chimera entry for 2013 and ... Online Advertising; Mobile Marketing; Online Marketing; Display Advertising; Social Media Marketing ...
10	Matt Buckland	https://uk.linkedin.com/in/mibuckland	London, United Kingdom - Head of Talent and Human Resources at Lyst - Lyst	Email - mattbuckland79@gmail.com ... Criteo's personalized banners significantly outperform standard display advertising and other types of ... The reduction in cost and the growth of interest in the GETCO brand led to increased UK campus ...
11	Ankit Khanna	https://uk.linkedin.com/in/ankit-khanna-ab509122	London, Greater London, United Kingdom - Senior Digital Product Manager for Airlines/MROs at Airnmar	akhanna83@gmail.com ... Led an agile team of 9 as Product Owner to deliver on annual budget of €1.2M, utilising only 93% of it for ... Boosted user conversion rate by 3% by designing new features to display more content on airline websites
12	Tom Edwards	https://uk.linkedin.com/in/tom-edwards-40871959	Letchworth, Hertfordshire, United Kingdom - Senior Sales Engineer at Fibre- Tech - Fibre-Tech Industries (UK) Ltd	tomedwards9uk@gmail.com ... Renowned for standard display systems and components, Albion also provides full ... Window display systems for estate agents, LED illuminated displays, Sign fixings and standoffs, Sales and marketing suites ...
13	Stephen Fisher	https://uk.linkedin.com/in/intarmedia	Lincoln, United Kingdom - Digital Media Learning Advisor Creative Technologist @inIARMedia	Services at reasonable prices and high results to further fund my self led workshops in ... Email: intarmedia@gmail.com or call 07880620664 ... creating a 3D map overlay that would display over the universities existing 2D map and give a ...
14	Guilherme Berger	https://uk.linkedin.com/in/guilhermeberger	London, United Kingdom - FDSE @ Palantir - Palantir Technologies	http://github.com/gberger guilherme.berger@gmail.com ... Led the development of VTEX's JavaScript SDK for external developers -> Developed AngularJS ...
15	Jordan Simons	https://uk.linkedin.com/in/jordansimons	London, United Kingdom - Content Creator at TheLifeOfJord - TheLifeOfJord	Business Enquiries: jordansimons90@gmail.com ... -Planning and executing web, SEO/SEM, marketing database, email, social media and display advertising campaigns. ... Led and delivered multiple client facing IT Infrastructure projects
16	Kel Smith	https://uk.linkedin.com/in/kel-smith-0022b96b	Ilele of Man, United Kingdom - Director of Yoga with Kel & Be Well with Kel - Yoga with Kel & Be Well with Kel	Any enquiries or additional information can be sent to kelandsi@gmail.com or text or ... Linsio is a world leader in providing high-tech LED display solutions, both ...
17	Manuel Erard	https://uk.linkedin.com/in/manuelerard	London, United Kingdom - Digital Senior Account Manager chez Spark44 - Spark44	I have been in charge and led a large range of projects from big web builds ... campaign work (mainly on vehicle launches), apps, display to online video ... manuelerard@gmail.com / +44(0)7816 537011 / @ManuelFes / Skype: erard.manuel
18	Phyo Paing	https://uk.linkedin.com/in/phyo-paing-556446b4	London, Greater London, United Kingdom - IT Technical Support Manager at Welcome Gate - Welcome Gate	... Free, No drift, fail safe auto landing feature. Modify Features: Wi-Fi camera, Wi-Fi control, LED, GPS ... aivinphyo22@gmail.com. Team members: Phyo Paing ...
19	Nick Jackson	https://uk.linkedin.com/in/nickjacksonphotography	London, Greater London, United Kingdom - Founder at Nick Jackson Photography & At First Light - At First Light	Please email me at nickjacksonphotography@gmail.com to discuss your needs. ... My work has recently been on display at every major railway station and shopping ... The hi-tech LED sheets have a life span of over 50,000 hours and can be ...
20	Thibault Kesteloot	https://uk.linkedin.com/in/thibault-kesteloot-49651391/en	Portsmouth, United Kingdom - Stress and thermal Engineer at Airbus Defence and Space for Akka UK - Airbus Defence and Space for Akka UK	Contact: thibault.kesteloot01@gmail.com ... compression stockings (3 sensors, 1 Arduino Uno microcontroller, audible alarm, LED display with pressure).
21	Gary Estabrooks	https://uk.linkedin.com/in/gary-estabrooks-tvt	York, United Kingdom - ▶ Finance Director Audio Visual Digital Signage CCTV TV Technologies Golfzon Golf Simulator Systems ◀ - TVTechnologies	... 515 690 E: gary.estabrooks.ai@gmail.com W: www.tvtechnologies.co.uk ... The project was led professionally and all team members fulfilled their role to the ... was also to allow for local presentations through interactive touch displays.
22	Chiradeep Mukherjee	https://uk.linkedin.com/in/chiradeepmukherjee	London, Greater London, United Kingdom - Analytics Consulting Strategy Operations - KPMG UK	I have led critical business engagements using data science for generating ... Get in touch with me at chiradeep.mukherjee@gmail.com or call me at +44 CONSULTING (Hiring / Job Posting / Discussions / Profile display / Business Ideas) ...
23	Keir Tyler	https://uk.linkedin.com/in/keir-tyler-3958b3104	Haslemere, Surrey, United Kingdom - Project Officer at London Festival of Architecture - London Festival of Architecture	Today we are busy working on our display for The National. ... Recently, I led the Greater London Authorities involvement in the London Festival of Architecture this included helping ... I can currently be reached via email at keirtyler@gmail.com ...
24	Dannielle Noonan	https://uk.linkedin.com/in/danniellenoonan	Sunderland, United Kingdom - Freelance content creator / Blogger at While I'm Young - Freelance	Knowledge of SEO, email marketing, blogger outreach, Display and PPC campaigns. ... A background in customer service and hospitality has led to strong interpersonal ... Call me on 07535 003 698 or email noonandannielle@gmail.com.
25	Cathy Grimes	https://uk.linkedin.com/in/cathygrimes	London, United Kingdom - Digital Marketer (actively looking) Business Growth Digital Transformation Digital Innovation	Email me at cathygrimesonline at gmail.com now to talk digital marketing and ... Led the paid marketing strategy and activity for search and display channels, ...
26	Timu Fokinas	https://uk.linkedin.com/in/timfokinas	London, United Kingdom - Founder, Freelance PPC Consultant, Director PPC SEM PAID SOCIAL @ Google AdWords Hero - Google AdWords Hero SEM PPC SEO SOCIAL WEB UX CRO	e-mail timuras.fokinas@gmail.com ... Paid Search / Pay per Click / Google AdWords, Display / Display Remarketing, GDS Media, Google Analytics, WEB, Mobile ...
27	David Murphy	https://uk.linkedin.com/in/david-murphy-b743335a	Stockport, United Kingdom - Digital Content Writer & Research	Please message me on here or email me at dvmurphy78@gmail.com as I am ... Live playback and multi-display performance in high profile event delivery. ... of job title and responsibilities, and led to the Altrincham site becoming the hub for ...

Scrape

Accumulated Rows: (100)

Clear

Download

Collections

Clipboard

Workbook1

Home Insert Page Layout Formulas Data Review View

Cut Copy Paste Format

Calibri (Body) 12

Wrap Text Merge & Center

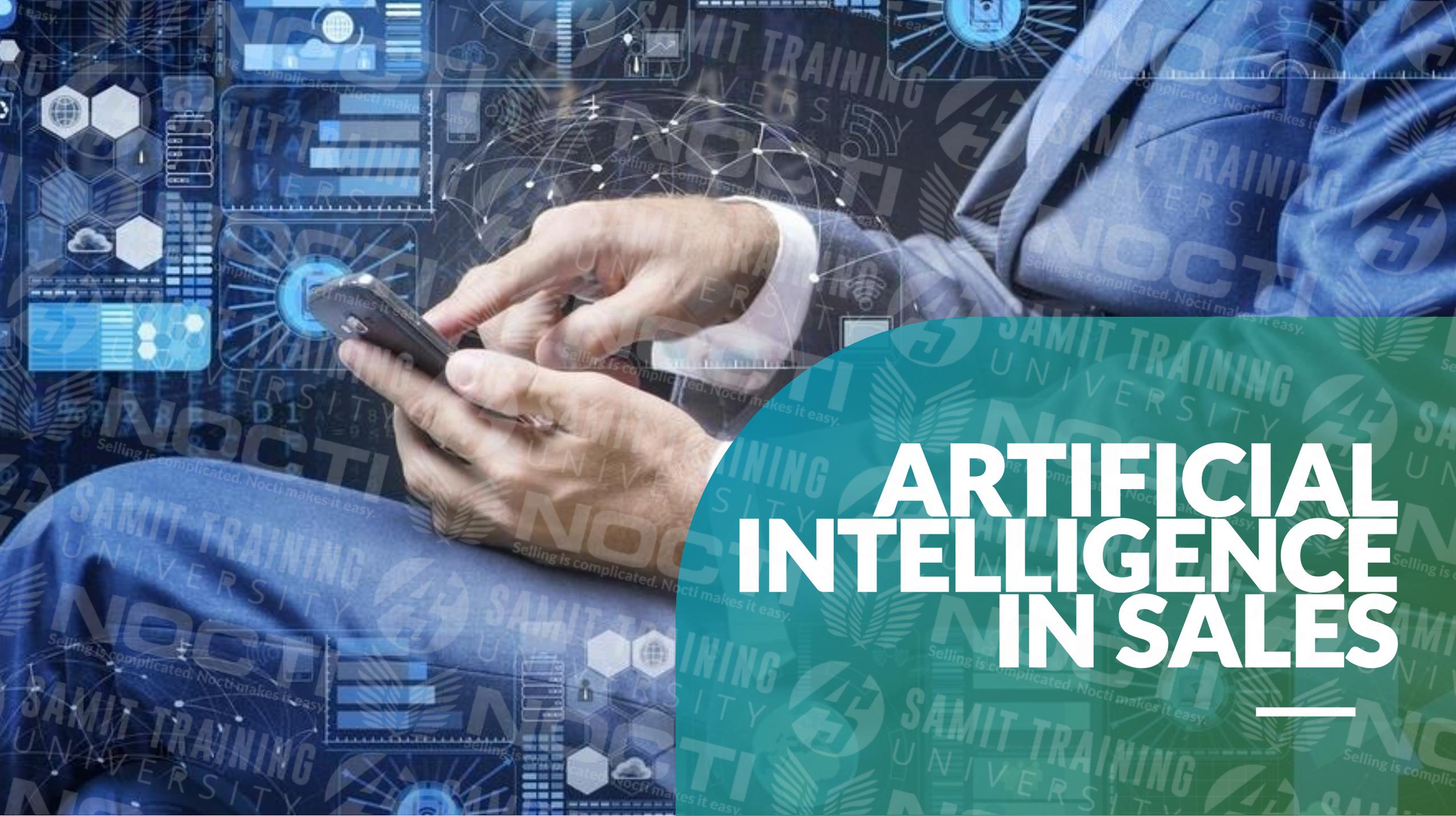
General

Conditional Formatting Format as Table Cell Styles

Insert Delete Format

AutoSum Fill Clear Sort & Filter

	C	D	E	F	G	H	I	J	K	L	M
1	Name	URL	Headline	Content							
2	Tony Gibbs	https://uk.linkedin.com/in/tony-gibbs-70ab4a48	Portsmouth, United Kingdom - Technical Event Production at Bigaboxproductions - Bigabox London	Harrods window displays for BlackBerry, Large impact LED systems created for ... Brands looking to tap into this mark							
3	Tom Miller	https://uk.linkedin.com/in/tomalistairmiller	London, Greater London, United Kingdom - Commercial Director at UniLED Solutions Ltd - UniLED Solutions	UniLED Solutions is the market leader in LED and LCD screen maintenance. ... Please email me at only1tmiller@gma							
4	Rosaleen McGrael	https://uk.linkedin.com/in/rosaleen-mcgrael-8664617a	Leeds, West Yorkshire, United Kingdom - Marketing Executive for Barratt & David Wilson Homes Yorkshire V	r.mcgrael@gmail.com ... Lamb 1887 handbags fill the gap in the market for practical yet trend led bags for ... Our disci							
5	Daniel Siden	https://uk.linkedin.com/in/danielsiden	London, United Kingdom - Director at Haberdashery Ltd. and Lightvert Ltd. - Lightvert Ltd.	Contact info: hello.dsiden@gmail.com +44 (0)7985 680 467 ... Our first product, ECHO is a new type of display hardv							
6	Nigel Fletcher	https://uk.linkedin.com/in/nigel-fletcher-89596b49	Wolverhampton, United Kingdom - Director of Business & Client Development in worldwide exhibition & displ	Director of Business & Client Development in worldwide exhibition & display solutions. ... to contact me at nigel.af@gr							
7	David Glendinning	https://uk.linkedin.com/in/david-glendinning	Newcastle upon Tyne, Northumberland, United Kingdom - Independent consultant specialized in humanitaria	Email: mrdglendinning@gmail.com ... -Syria: Led assessments on civil documentation in northern and southern Syria,							
8	Christoph Cyrol	https://uk.linkedin.com/in/chriscyrol	London, United Kingdom - EMEA Marketing Manager at InFocus - InFocus	... me a message on LinkedIn or contact me under christoph.cyrol@gmail.com. ... of LED monitors, touch displays, prc							
9	Tom Richards	https://uk.linkedin.com/in/trichards1	London, United Kingdom - Head of Client Service at We Are Social - We Are Social	Key contact: tomrichards190@gmail.com ... At We Are Social London I led a team of extremely talented client service							
10	George Bethell	https://uk.linkedin.com/in/georgebethell		Contact: george.bethell@gmail.com. ... At the start of the year, I led the award winning "One Two Five" Cannes Chime							
11	Matt Buckland	https://uk.linkedin.com/in/mlbuckland	London, United Kingdom - Head of Talent and Human Resources at Lyst - Lyst	Email - mattbuckland79@gmail.com ... Criteo's personalized banners significantly outperform standard display adverti:							
12	Ankit Khanna	https://uk.linkedin.com/in/ankit-khanna-ab509122	London, Greater London, United Kingdom - Senior Digital Product Manager for Airlines/MROs at Airinmar	akhanna83@gmail.com ... Led an agile team of 9 as Product Owner to deliver on annual budget of €1.2M, utilising onl							
13	Tom Edwards	https://uk.linkedin.com/in/tom-edwards-40871959	Letchworth, Hertfordshire, United Kingdom - Senior Sales Engineer at Fibre- Tech - Fibre-Tech Industries (UK	tomedwards9uk@gmail.com ... Renowned for standard display systems and components, Albion also provides full ... \							
14	Stephen Fisher	https://uk.linkedin.com/in/intarmedia	Lincoln, United Kingdom - Digital Media Learning Advisor Creative Technologist @IntARMedia	Services at reasonable prices and high results to further fund my self led workshops in ... Email: intarmedia@gmail.co							
15	Guilherme Berger	https://uk.linkedin.com/in/guilhermeberger	London, United Kingdom - FDSE @ Palantir - Palantir Technologies	http://github.com/gberger guilherme.berger@gmail.com ... Led the development of VTEX's JavaScript SDK for externa							
16	Jordan Simons	https://uk.linkedin.com/in/jordansimons	London, United Kingdom - Content Creator at TheLifeOfJord - TheLifeOfJord	Business Enquiries: jordansimons90@gmail.com ... -Planning and executing web, SEO/SEM, marketing database, er							
17	Kel Smith	https://uk.linkedin.com/in/kel-smith-0022b96b	Isle of Man, United Kingdom - Director of Yoga with Kel & Be Well with Kel - Yoga with Kel & Be Well with Kel	Any enquiries or additional information can be sent to kelandsi@gmail.com or text or ... Linso is a world leader in provi							
18	Manuel Erard	https://uk.linkedin.com/in/manuelerard	London, United Kingdom - Digital Senior Account Manager chez Spark44 - Spark44	I have been in charge and led a large range of projects from big web builds ... campaign work (mainly on vehicle launc							
19	Phyo Paing	https://uk.linkedin.com/in/phyo-paing-556446b4	London, Greater London, United Kingdom - IT Technical Support Manager at Welcome Gate - Welcome Gate	... Free, No drift, fail safe auto landing feature. Modify Features: WI-FI camera, WI-FI control, LED, GPS ... alvinphyo2							
20	Nick Jackson	https://uk.linkedin.com/in/nickjacksonphotography	London, Greater London, United Kingdom - Founder at Nick Jackson Photography & At First Light - At First L	Please email me at nickjacksonphotography@gmail.com to discuss your needs. ... My work has recently been on disp							
21	Thibault Kesteloot	https://uk.linkedin.com/in/thibault-kesteloot-49651391/en	Portsmouth, United Kingdom - Stress and thermal Engineer at Airbus Defence and Space for Akka UK - Airb	Contact: thibault.kesteloot01@gmail.com compression stockings (3 sensors, 1 Arduino Uno microcontroller, audibl							
22	Gary Estabrooks	https://uk.linkedin.com/in/gary-estabrooks-tvt	York, United Kingdom - ► Finance Director Audio Visual Digital Signage CCTV TV Technologies Golfzo	... 515 690 E: gary.estabrooks.ai@gmail.com W: www.tvtechnologies.co.uk The project was led professionally an							
23	Chiradeep Mukherjee	https://uk.linkedin.com/in/chiradeepmukherjee	London, Greater London, United Kingdom - Analytics Consulting Strategy Operations - KPMG UK	I have led critical business engagements using data science for generating ... Get in touch with me at chiradeep.mukh							
24	Keir Tyler	https://uk.linkedin.com/in/keir-tyler-3958b3104	Haslemere, Surrey, United Kingdom - Project Officer at London Festival of Architecture - London Festival of A	Today we are busy working on our display for The National. ... Recently, I led the Greater London Authorities involvem							
25	Dannielle Noonan	https://uk.linkedin.com/in/danniellenoonan	Sunderland, United Kingdom - Freelance content creator / Blogger at While Im Young - Freelance	Knowledge of SEO, email marketing, blogger outreach, Display and PPC campaigns. ... A background in customer sei							
26	Cathy Grimes	https://uk.linkedin.com/in/cathygrimes	London, United Kingdom - Digital Marketer (actively looking) Business Growth Digital Transformation Digit	Email me at cathygrimesonline at gmail.com now to talk digital marketing and ... Led the paid marketing strategy and e							
27	Timu Fokinas	https://uk.linkedin.com/in/timfokinas	London, United Kingdom - Founder, Freelance PPC Consultant, Director PPC SEM PAID SOCIAL @ Goo	e-mail timuras.fokinas@gmail.com ... Paid Search / Pay per Click / Google AdWords, Display / Display Remarketing, C							
28	David Murphy	https://uk.linkedin.com/in/david-murphy-b743335a	Stockport, United Kingdom - Digital Content Writer & Research	Please message me on here or email me at dvmurphy78@gmail.com as I am ... Live playback and multi-display perfo							
29	Katharine A Foley	https://uk.linkedin.com/in/katharineafoley	Belfast, United Kingdom - 'IMAGINE INTERIOR DESIGN STUDIO'	You can contact me at mygulfgem@gmail.com ... planning, layout and presentation of all set designs, and displays in f							
30	James Southern	https://uk.linkedin.com/in/james-southern-72a1b649	Derby, United Kingdom - Head of Digital Sales - Universal Media - Lawyer Monthly	... offering; advertorials, display advertising and some web advertising. ... Gresley FC Supporters Club please get in to							
31	Daniel R G Hoare	https://uk.linkedin.com/in/daniel-r-g-hoare-1469a352	Leeds, United Kingdom - Operations Director - Predator Nutrition - Predator Nutrition	Contact: Danielrghoare@gmail.com ... A company that is led through innovation and forward thinking business practic							
32	Sonali Gidwani	https://uk.linkedin.com/in/sonaligidwani	London, United Kingdom - Consulting Analyst at Deloitte UK - Deloitte UK	... and Asian food. Email: sonaligidwani@gmail.com Assisted in managing social media accounts and led physica							
33	Teresa Affinito	https://uk.linkedin.com/in/teresaaffinito/it	Barnet, Greater London, Regno Unito - Business Development Manager - Paysafe Group	Teresa (teresa.affinito@gmail.com) Affinito ... skills and have produced exceptional results from the teams I have led.							
34	Femi Olajiga. MSc.	https://uk.linkedin.com/in/femi-olajiga-msc-9447a923	London, United Kingdom - Agile/Digital/Product Marketing Strategist & Trainer Web Analytics, CX, CRO & UX	Email - olufemi.olajiga@gmail.com ... Working closely with PPC, Social Media, Display Marketing, Affiliate Marketing, I							
35	Javier Gómez	https://uk.linkedin.com/in/javiergomezg	Frimley, Surrey, United Kingdom - Passion for learning. Entrepreneur. Digital Marketing and Innovation Consu	Contact me at javierorange@gmail.com ... I am not comparing myself with the great Zubhin Mehta but I am inspired by							
36	Robin Patel	https://uk.linkedin.com/in/ergadiarobin	Stirling, Stirling, United Kingdom - Museums & Heritage Consultant / Freelancer - Self, SKS Scotland CIC and	... Land Fund 2 application, a community-led options appraisal for the Crieff Monuments, ... robin.m.patel@gmail.com							
37	Christopher Oatway	https://uk.linkedin.com/in/christopher-oatway-b2866036	Manchester, United Kingdom - Marketing Comms Digital Media Entertainment LGBT - Principal Hotel Con	info.traffordprime@gmail.com designer of canvases, abstract art and interiors on public relations and media/press I							
38	simon frankum	https://uk.linkedin.com/in/simonfrankum	Oxford, United Kingdom - Straight talking experienced digital marketer - Sage	... then either message me here, or email me on simonfrankum79@gmail.com ... Outbound marketing techniques incl							
39	Colin Atkins	https://uk.linkedin.com/in/colinatkinslondon	London, United Kingdom - Business developer, project manager, implementation manager, tender writer.	... your organisation, please contact me via Linked In or at colbarset@gmail.com ... internal stakeholders and led creat							
40	Craig Beddis	https://uk.linkedin.com/in/craigbeddis	London, United Kingdom - Entrepreneurial Executive - Hadean	email: craigbeddis77@gmail.com and craig@hadean.com • Twitter: @ ... Led investment discussions for new compan							
41	Victoria Blair	https://uk.linkedin.com/in/victoriablair	High Wycombe, Buckinghamshire, United Kingdom - Marketing Director Creative Director Interiors & Home	Insight led brand and business strategy ... styling, exhibitions, display, merchandising, events, print and digital collater							



ARTIFICIAL INTELLIGENCE IN SALES

Salesperson will be more worried about being replaced by another salesperson who is empowered by intelligence than by a machine

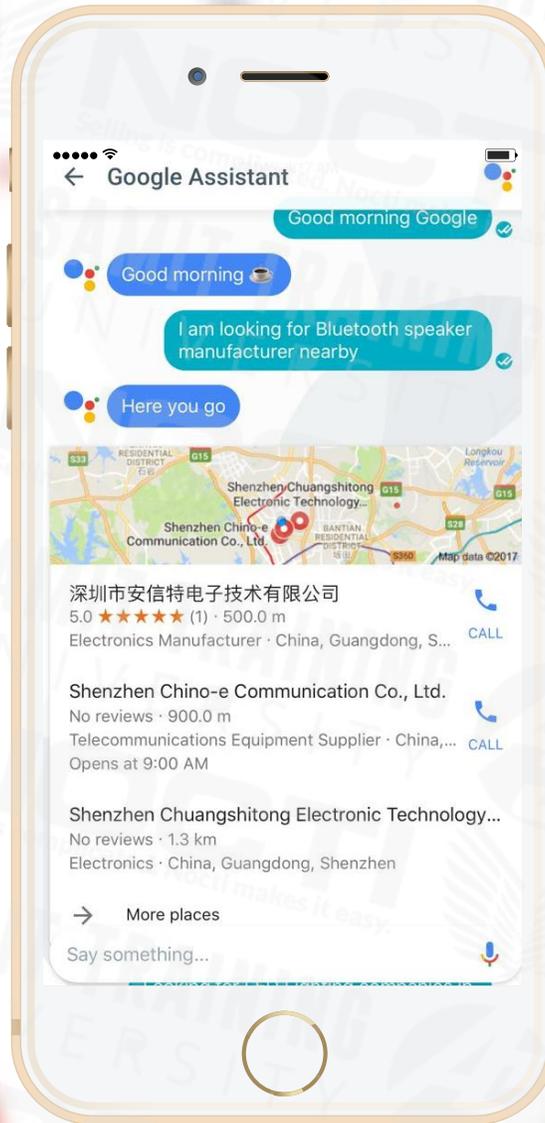
REALITY 5

This means that within five years, basically every salesperson will have an intelligent assistant that will use intimate computing to deliver rich context around every step of the sales process, from initial contact to closing.

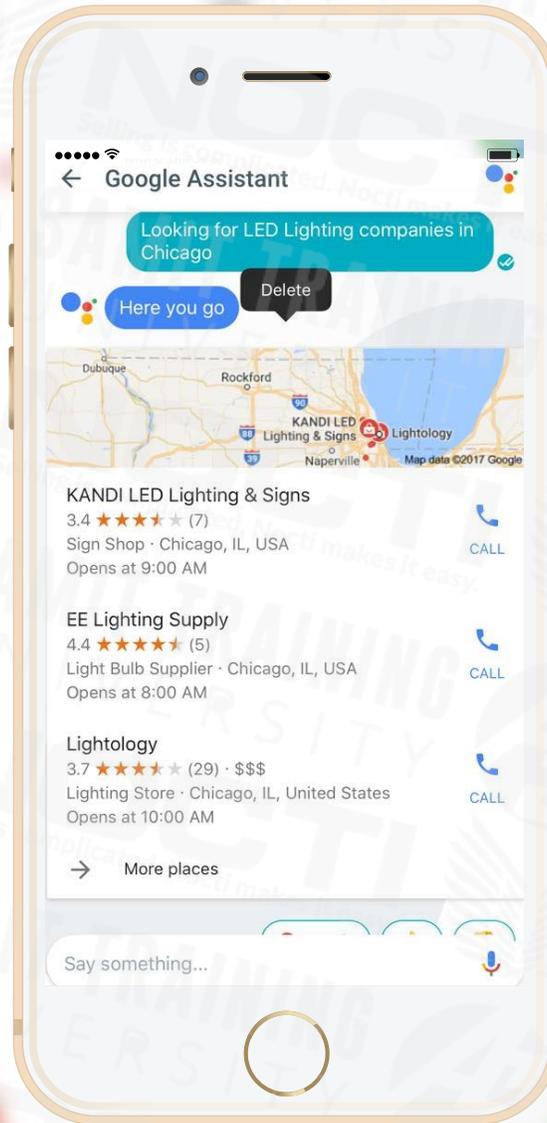


NOCTI
Selling is complicated. Nocti makes it easy.

Google Assistant



Google Assistant





Webinar: AI Powered Sales

How Artificial Intelligence is Driving
Actionable Tactics for Sales Managers

nudge



NUDGE.AI



Nudge plugs into Gmail and shows you comprehensive information on your prospect and their company, including latest news, press hits, and social media posts. Nudge is a great tool for gaining insight into your prospect's behaviors and getting timely updates on the state of the accounts you're trying to close.

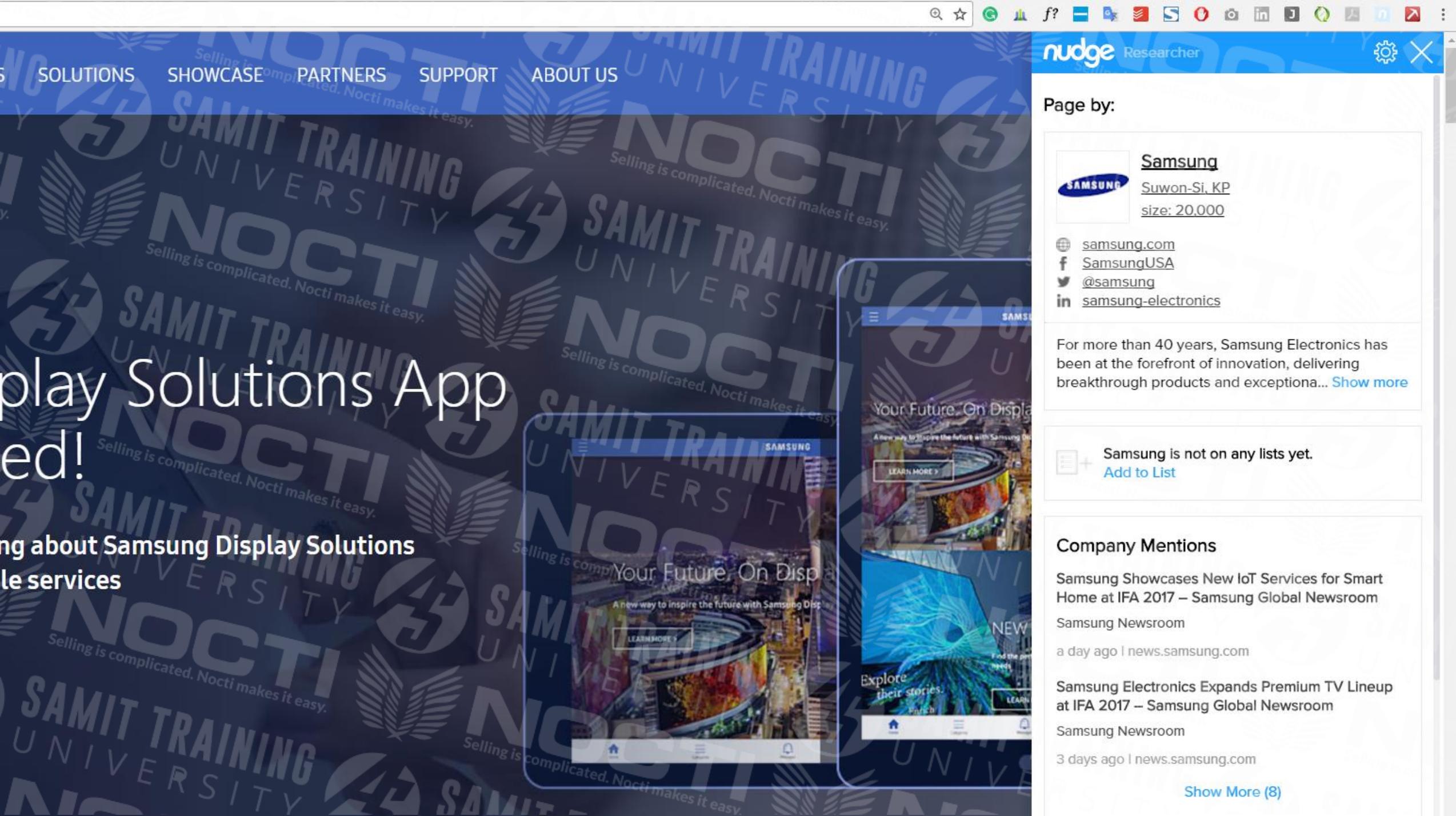




NUDGE.AI

Nudge plugs into Gmail and shows you comprehensive information on your prospect and their company, including latest news, press hits, and social media posts. Nudge is a great tool for gaining insight into your prospect's behaviors and getting timely updates on the state of the accounts you're trying to close.





Display Solutions App

Learn about Samsung Display Solutions and the services



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- 🐦 [@samsung](https://twitter.com/samsung)
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For more than 40 years, Samsung Electronics has been at the forefront of innovation, delivering breakthrough products and exceptiona... [Show more](#)

📄+ Samsung is not on any lists yet.
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Company Mentions

- Samsung Showcases New IoT Services for Smart Home at IFA 2017 – Samsung Global Newsroom
Samsung Newsroom
a day ago | news.samsung.com
- Samsung Electronics Expands Premium TV Lineup at IFA 2017 – Samsung Global Newsroom
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TODAY

Your Network >

To Do

Alerts 3

Meetings 5

Trending Content 32

MY LISTS

Contacts + Create

01 - Prospects 3

02 - Sales Qualified Lead 17

03 - Opportunities 19

04 - Closed / Won 17

05 - Closed / Lost 18

Active Relationships 37

Good Evening, Kevin

Here's what to focus on today...

PERSONAL NEWS & SOCIAL



Scott Ingram

Strategic Account Manager, Relationship One

Lists: 01 - Prospects + 1 more

Inspired Marketing: Polycom's AJ Sedlak on Running...

"... Scott Ingram is no stranger to marketing technology!"

9 days ago | www.relationshipone.com

Ignore

View Profile

Share

COMPANY NEWS & SOCIAL

Baxalta



windstream



adil samit
CEO

Social Accounts

Connect all your social accounts so you can share content you like from Nudge to build your voice and become a better networker.



Twitter

Connect



Facebook

Connect



LinkedIn

Disconnect

maroc.service@hotmail.fr

LinkedIn Sharing



Auto-schedule Settings

Adjust the delay between posts

Send Window

Weekdays 9am - 5pm

Time Between Posts

15 minutes

Save

Profile / Account Info >

Your Nudge Plan >

Email Accounts >

Social Accounts >

Email Preferences >

Contacts >

Companies >

Feed Preferences >

Help

**Challenge****Challenge**

Le ministère de la Solidarité, de la Femme, de la Famille et du Casablanca, MA

**LeRelais.ma****LeRelais.ma**

"Le Relais" est un média d'information indépendant et Casablanca, MA

**ADK MEDIA****ADK Media**

HÀbergement Web Maroc, ADK Media est une sociÃtÃ El jadida, MA

**IOORS****I.O.O.R.S. BV**

Founded in September 2001, IOORS (International Onshore Oud Beijerland, NL-ZH, NL

**SARFEGE****SAFIGEC**

SAFIGEC est une société d'expertise comptable et de Caluire, FR

**JHM Energy****JHM Energy Consulting Ltd**

JHM Energy Consulting & Integrated Services Ltd is an Lekki, Lagos, NG

**GMKJ****Shenzhen Guangmai Electronics Co.,Ltd**

Shenzhen Guangmai Electronics Co.,Ltd is a High-Shenzhen, CN-44, CN

**DING DING****Ding Ding Mobile**

DindDing is a set of mobile phone R & D, Production, SZ, CN-44, CN

**ozzie****Welldy Technology**

Ozzie is a global well-known high-end mobile digital 深圳市,广东省, CN

**NCOI****NCOI Opleidingen**

Tijdens deze Open Dag helpen wij u persoonlijk bij het kiezen Hilversum, Hilversum, Noord-holland 1213 Pd, NL

**PACIFIC RIDGE****Pacific Ridge Exploration Ltd (PEX)**

Pacific Ridge is a mineral exploration company. In Vancouver, CA-BC, CA

**tpcb****Finest Printed Circuit Board Ltd**

IMPCBIIIMS PCBIIFR-4 PCB ProducingIIPrinted Circuit Shenzhen, Guangdong, CN

**ig****Inspiration-Asia 鹰思博投资集团**

Inspiration Group was founded in 2008 through the merger of Shanghai, Shanghai, CN

**Moove****Moove Agency Ltd**

Steve Jobs once said, "Design is not just what it looks like and London, GB-LND, GB

**Ipiranga****Ipiranga**

Ipiranga is one of the oldest and largest industrial groups in Rio de Janeiro, Rj, BR

**Serpe****Serpe Insurance Agency****Cothern****Cothern Computer Systems, Inc.**

Cothern Computer Systems Inc. was founded over thirty years

**Duet****Duet Display**

The Plug and Play Display you already have. In the App Store San Francisco. US-CA, US





Shenzhen Guangmai Electronics Co.,Ltd

0 | 0

Bldg. B 5th floor, Jingang Tech Park, Fuyong Baoan, Shenzhen, CN

- gmkjled.com
- gmkjled
- gmkj

Size: 500

Shenzhen Guangmai Electronics Co.,Ltd is a High-Tech firm founded in 2008 with a mission to be recognized as a world-class High power LED and Integrated High Power LED solution manufacturer in China.

We primarily focus on High power LED, Integrated High Power LED modules and High Power LED lighting solutions. With Strong R&D capacity, and year cooperation with the clients from Germany, France and South Africa, Guangmai enjoys a high reputation in the last 6 years, and has a good relation with our clients.

Our products also include: High power LED, Integrated high power LED module and LED application products, such as LED High Bay, LED Flood Light, LED Street Light, LED Tri-proof Light, etc. For our LED Lighting division, we provide our global clients with high brightness, Low power consumption, Certified and safe LED lighting solutions for indoor, outdoor and other customized applications. The R&D team is formed by senior engineers specialized in R&D, quality-control and

Add To List

Relationships

All Contacts

News & Social





Search

nudge

03

Contacts + Create

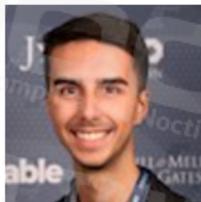
Active Relationships

Unlisted Contacts

Companies + Create

Active Companies

Collaboration lets you find the strongest path to prospects and key accounts.



Jaxson Khan
Marketing Manager, Nudge

214 /1324

Ignore

Invite

Mar '17 May '17 Jul '17

COMPANY LISTS TO FOLLOW

See news, social updates, and opportunities to reach out by following public lists.

Fortune 500 List



Created by: Rebecca Hall
84 followers



+ 100

Not Now

Follow

PEOPLE LISTS TO FOLLOW

See news, social updates, and opportunities to reach out by following public lists.

Women in Tech TO



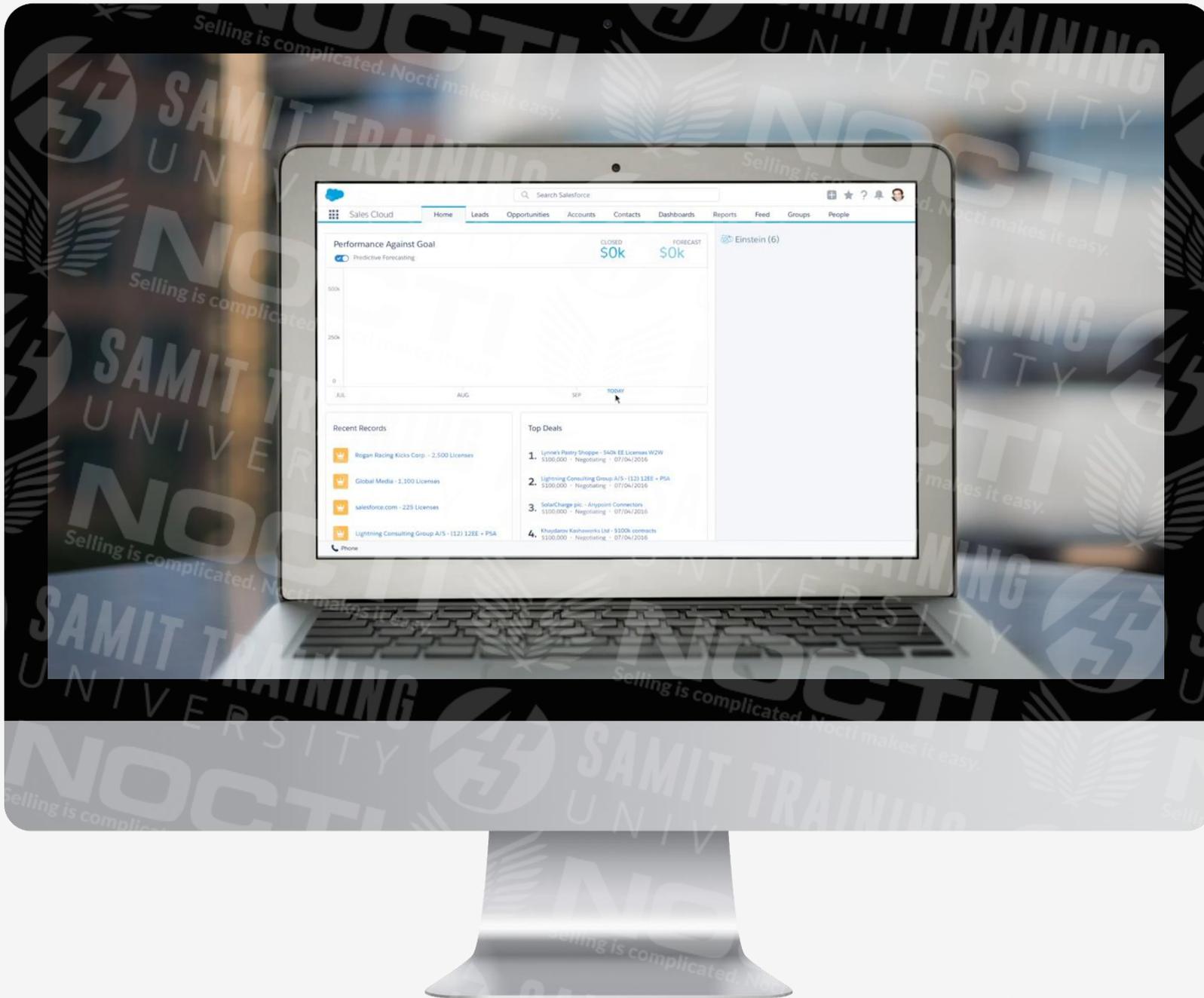
Created by: Anna Mackenzie
61 followers



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AI is the next great technology disruption transforming how we live and work, and Salesforce Einstein is the first comprehensive AI platform for CRM



Lightning Sales Co... Leads

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Ron Abelin

+ Follow

Edit Send Engage Email Add to Nurture List

Title Director

Company Presidio Tech

Phone (337) 555-9136

Email ron.abelin@presidio.com

Phone

Ron Abelin Director • Presidio Tech 1:48

Enter extension...

Call Notes - Ron Abelin

- Strong Competition from Warren-Lederman
- Project has been in the works for several years
- CIO is in alignment on switching vendors

Auto-log End Call

1:48 History Notes

Working Archived Converted

Status: Working

We found no potential duplicates of this lead.

ACTIVITY CHATTER DETAILS

Log a Call Email New Task New Event

Subject Call

Filter Timeline

Next Steps

Follow-up Call with Ron Meeting to discuss the deal details after he has had a chance to talk to leadership

Past Activity

Call Great initial call with Ron today. He agreed to have a follow-up call next week.

Einstein

92 Lead Score

TOP PREDICTIVE FACTORS

- Phone Number is Valid
- Title is Director
- Downloaded White Paper
- Interest in Cloud Manager
- Incomplete Free Trial For

Form Success Landing Page: Expense Management White Paper (Version B)

Tracked Link Clicked Custom Redirect: Paid Social Post Link: http://lenovo.com

Financial Services C... Home Chatter Accounts Contacts Engage Alerts Financial Accounts

SEARCH Salesforce

OPPORTUNITY
Jim Chapman - Estate Planning

Account Name: Adams Trust | Close Date: 4/10/2017 | Amount: 53,000.00 | Opportunity Owner: Yvette David...

Prospecting | Qualification | Needs Analysis | Value Proposition | Id. Decision

ACTIVITY | CHATTER | DETAILS

New Event | New Task

Subject

Filter Timeline

Next Steps More Steps

- Confirm Lunch With Jim
Name: Jim Chapman
- Follow Up on Voicemail - Estate Planning
Location: Americano | Start: 3/17/2017 12:00 PM | End: 3/17/2017 1:00 PM

Past Activity

- Lunch?
Hi Jim, It's been a while since we last spoke. I have a table at Americano tomorrow at noon. Are you free for lunch? Best, Yvette
Name: Jim Chapman
- Estate Planning Goals
Hi Jim, Would love to chat about your Estate Planning goals. Free to chat this week?
Name: Jim Chapman

Review Closed

Einstein

Competitor was mentioned

What supports this insight?
Jim Harrison mentioned Lifetime Investments.

Related email - 4 days ago
RE:Solutions
"we are currently evaluating other options from Lifetime Investr"

Send Email

Opportunity slowing

Latest Activity - 9 days ago
Meeting Cancellation
"Hi Yvette, I need to cancel our meeting today"

Send Email





Thank You

For Your Attention

