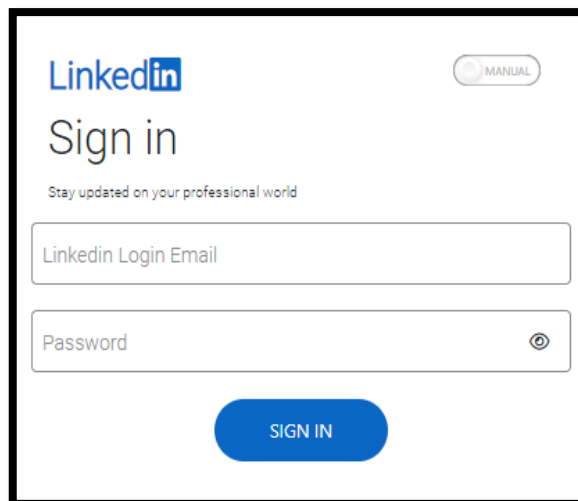# Linked Pro
Extension for Zoho CRM

Linked Pro

Linked Pro is a Zoho CRM extension which allows you to search for the LinkedIn profiles of your desired Leads, Contacts and Accounts. This search basically depends on the provided name, location and company to get the closest results. Based on the provided information, users can easily get all the LinkedIn profiles on just a few clicks by Linked Pro.

Manual Sign In

Connect your LinkedIn Account to Linked Pro so that it could bring your desired results from LinkedIn. Sign in by providing your LinkedIn Email and Password. There is also an option of Password less Sign In by providing email and token.
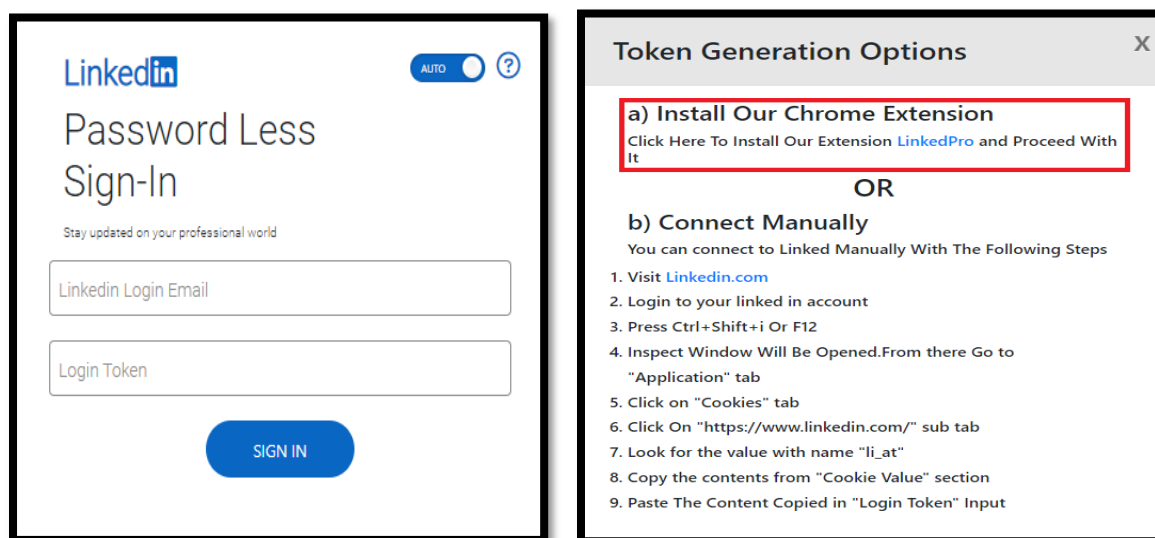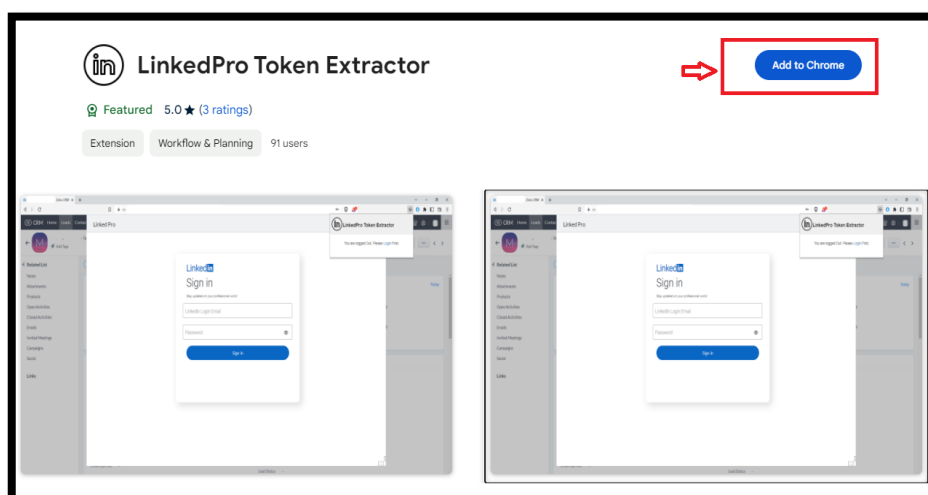
Password- Less Sign In

Connect your LinkedIn account by the login Token without entering your password. Log in to your LinkedIn account and get the LinkedIn Token by following the below mentioned steps (Connect Manually). **Video Guide**

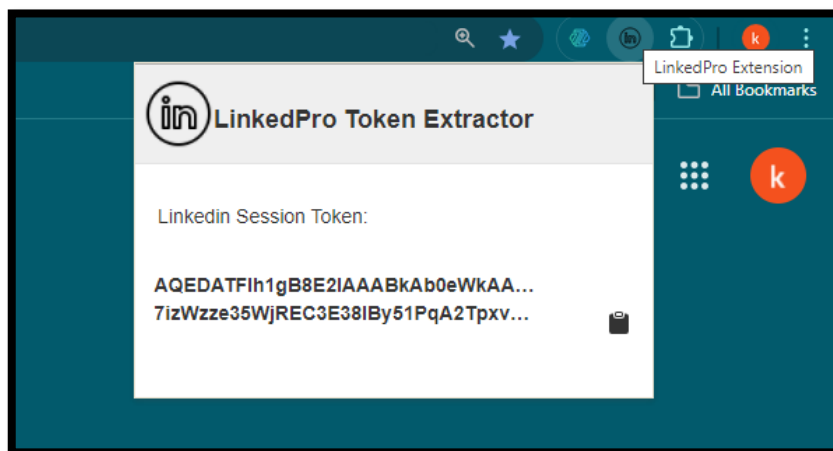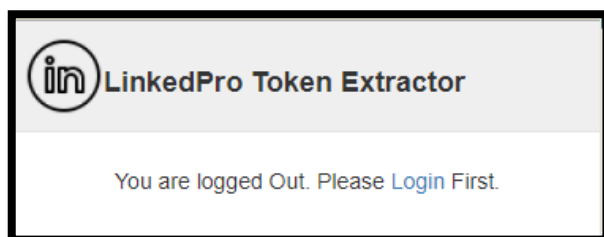Users can also get the login Token by installing our Google Chrome Extension.

Click to the LinkedPro and it will take the user to the chrome web store link of the extension. Just Click the Add to chrome Button as shown below:

The extractor will be added in to your extensions. Simply Click to the extension icon and it will fetch the LinkedIn Session Token. Click to the copy button and use this token to sign in to Linked Pro.

Make Sure that the linkedin Account must not be loggedout. If it is, then login first so that the extractor can extract the login token for the user.
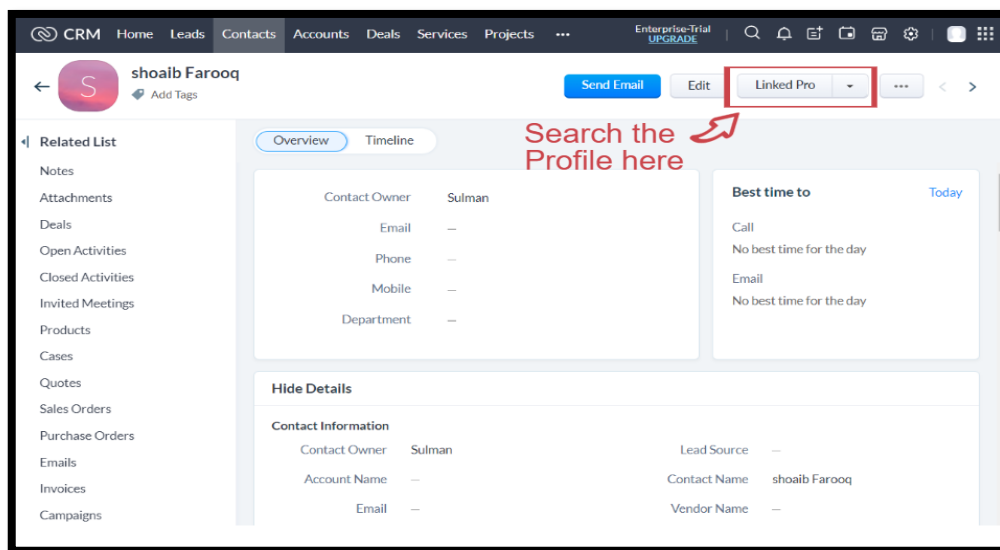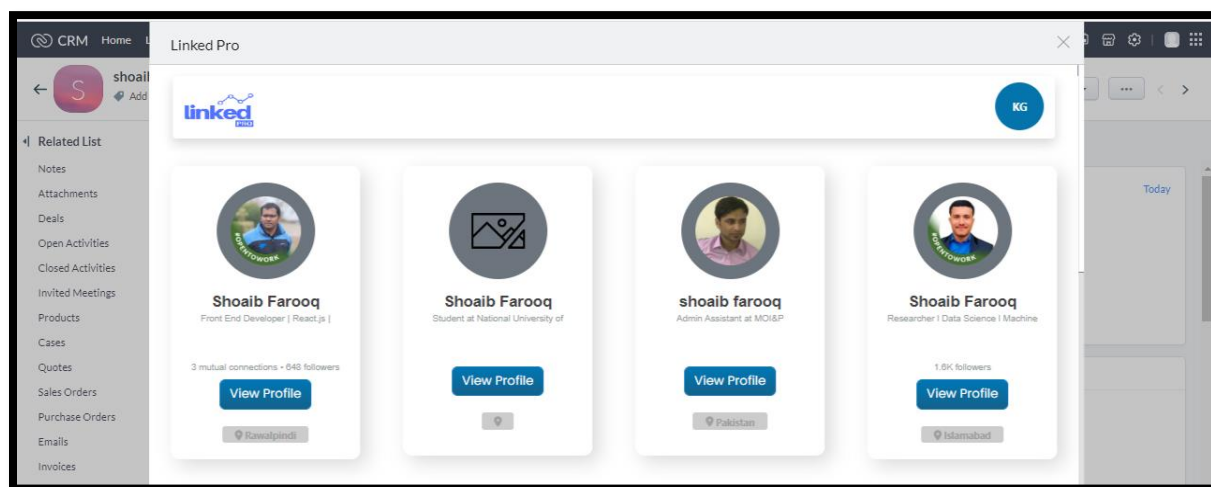

Search Criteria

Closer and quicker results on the basis of the provided data. This extension run searches on the basis of your provided First name, Last name, Company and Country of leads, Contacts and Accounts in Zoho CRM. Your desired results are just a few clicks away without letting the other person know that you have visited their profile.
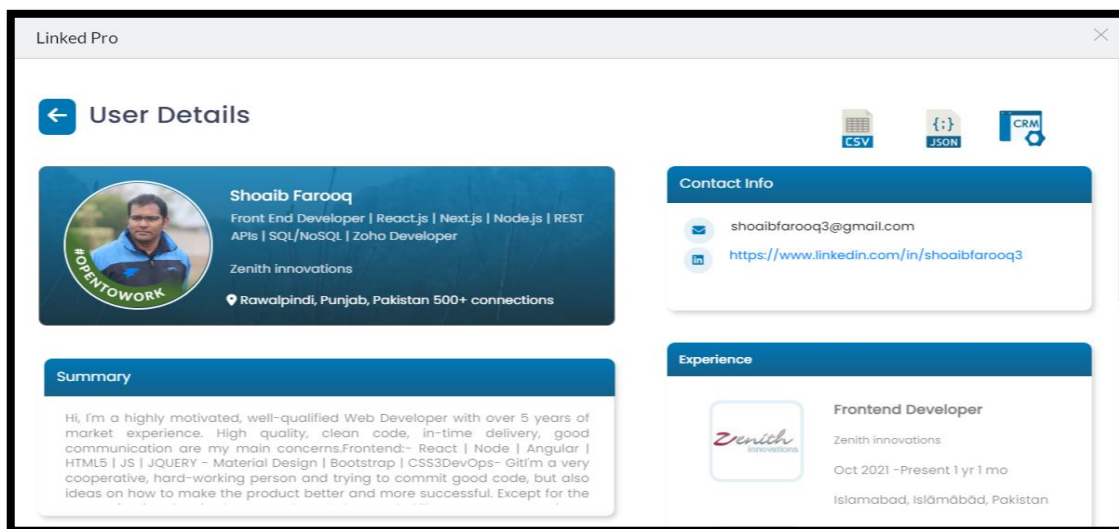
Profile

After Installation, go to your desired record in Zoho CRM (Either Leads Contacts or Accounts). Click any of your lead, here you will find a button named "Linked Pro" Hit the button and get all the related records on just a single click without letting the other person know.

All the closest searches appear on the screen which is based on the provided data First Name, Last Name, Company and Country added to the Zoho CRM. These are the searches based on your LinkedIn connections. Searches are made up to fourth degree of your connections on LinkedIn.
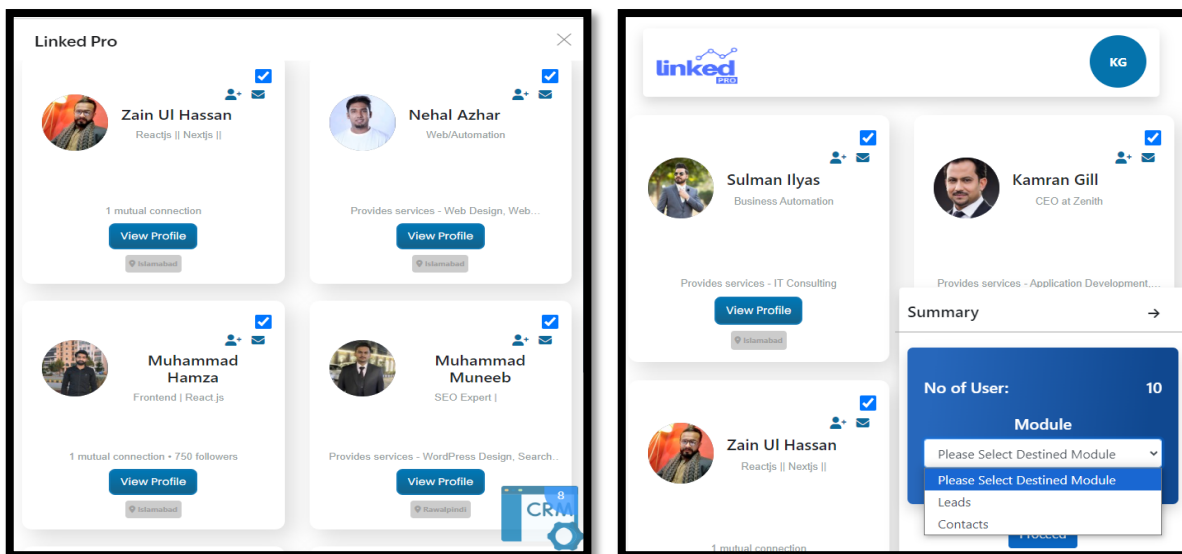
The profile contains different sections as Summary, Skills, Education, Experience and Contact Info of the searched person.

Accounts

Get all the related records/ employees of a single company on LinkedIn by providing "Account Name". The provided account name is searched in the companies of the LinkedIn profiles and fetch the results that contains the similar company name.

Accounts allows you to multi-select the records and import bulk data to your desired module. You can easily map the data in to your desired module in Zoho CRM either leads or accounts.

Export to Zoho CRM

For saving the profiles to Zoho CRM a mapping form is added. Zoho field labels contain all the fields that are present in your standard layout of the module and Mapping field labels are the available fields that contain the information coming from LinkedIn. Mapping guide is also available to map the fields. Keep in mind the fields with the same data type can be mapped.

Download CSV

The Download CSV feature lets you save all the data fields coming from the records to the csv file. Download the .csv file for later use or either for sharing purposes. Keep your records saved with you for future use.
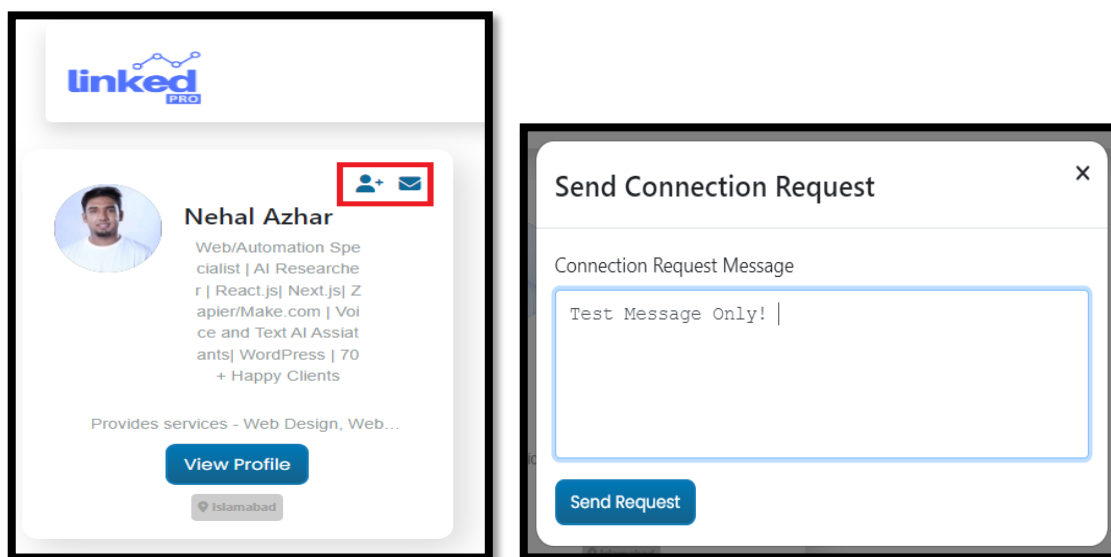
Download JSON

Linked Pro Provides you the facility to download the JSON file of the data which is significantly easier as JSON supports data hierarchies and APIs, which automatically converts JSON into the native structure it can be easily used for web hook calls etc.
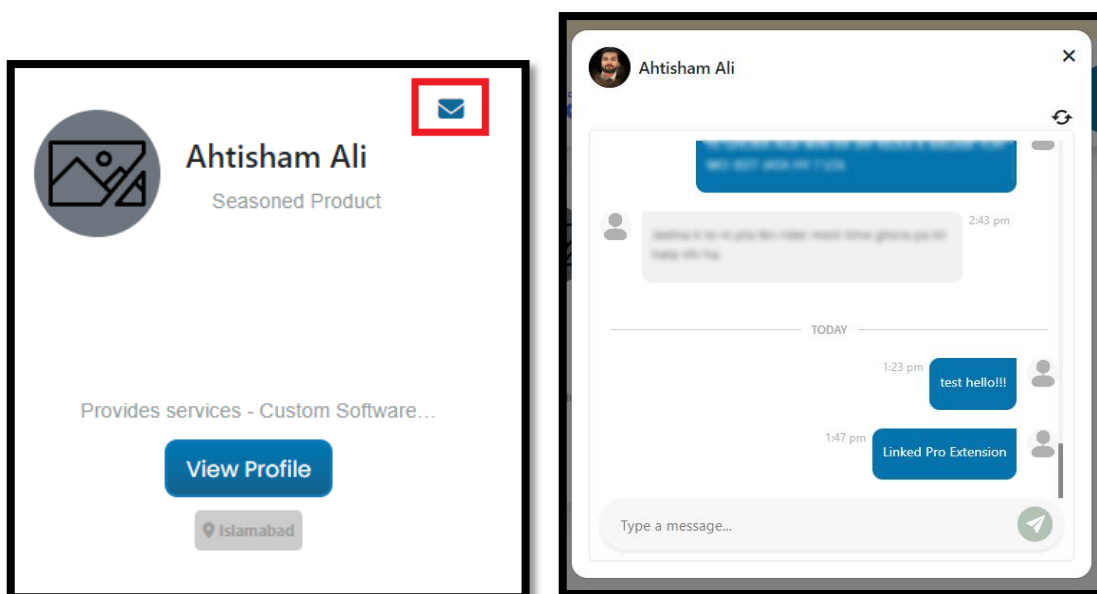

Connection Request

This newly added feature enables users to seamlessly search for and send connection requests to specific individuals without the need to open the LinkedIn website separately. Additionally, it offers the convenience of directly messaging and engaging in chat conversations, streamlining communication within the platform. This enhancement not only saves time but also improves the overall user experience by integrating essential networking functions into a single, efficient workflow.

Direct Message

For leads or contacts already within your network, you will notice a single message icon displayed next to their profile. This is because you are already connected with them, and therefore, no additional connection request is necessary. By simply clicking on the message icon, you can send a message directly using the Linked Pro extension. Additionally, not only can you initiate a new conversation, but you are also able to view your previous chat history with that connection.

In case of any problem or query, feel free to contact us at:

info@zenithinnovations.net