

Compass Sales Solutions Announces New Enhanced Integration with HubSpot!

Boise, Idaho (July 2017) – Compass Sales Solutions, the industry leader in sales opportunity software, now offers an API integration with HubSpot, keeping Sherpa up to date with added and edited information in HubSpot and giving users access to HubSpot contact info quickly and easily from Sherpa.

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 with added or edited accounts, contacts, and deals being automatically pushed from HubSpot to Sherpa. The new integration in Sherpa also provides a view of HubSpot contact information such as original source of the contact, initial and last pages viewed, and which website forms the contact completed. 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 Dittmore, 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 4 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.

