



Saved searches for Sales Navigator

1. Account List + Target Persona + Profile View in Last 90 Days

Shows who is looking at your profile from across all target accounts with right-fit titles.

2. 1st Degree Connection + Lead List

Shows who connected with you based on connection requests at target accounts.

3. Account List + Target Persona + Posted on LinkedIn in last 30

Shows right-fit personas at target accounts who are posting. Auto-updates anytime someone who wasn't active is now active.

4. Connections of (Senior Executive) + Target Persona + Account List

If your exec is active on LinkedIn, shows new connections via TeamLink of target personas across target accounts.

5. Following your company + Account List + Exclude all my saved leads

Especially useful if your company is actively marketing on LinkedIn, shows new followers of your company who you have not yet discovered at target accounts.