Inside Sales Hub:

A Bold New Path to Revenue Acceleration

Michael Walton | VP, Product

INBOUND

Michael Walton

GM & VP PRODUCT, HUBSPOT

Our customers have been busy this year...

764M
Deals Closed

1.3M
Agent Emails Sent

1.1M
Companies Researched

We've heard some great feedback

Reseller Ratings
Bradley Poole, CRO

The impact of Breeze Prospecting Agent has been remarkable... crafting emails that outperform our US-based BDRs... elevating the quality of our initial touchpoints.

Aerotech
Tilman Nadolski, Sales Ops Mgr

With Breeze copilot and guided actions... we cut the time in half that our sales reps needed to meet with their managers, saving our sales team 17.5 hours weekly.

Agicap
Pierrick Vignon, Head of CRM

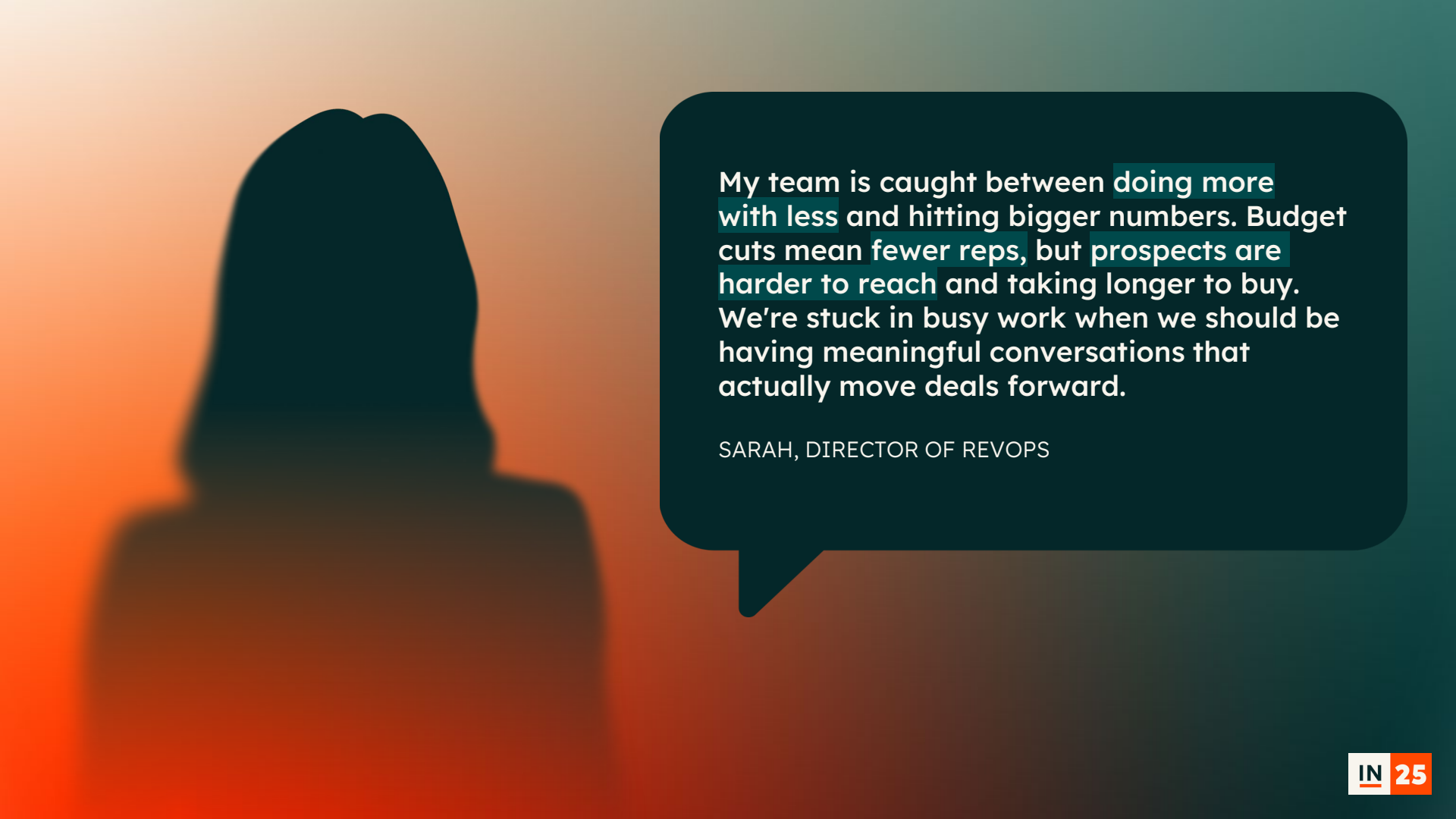
The impact of AI... has been substantial. We've seen a 20% increase in deal velocity... saving hours weekly... that now go directly toward better customer experiences.

And areas we could do better...

Finding the right prospects at the right time takes forever. Our reps spend more time researching than selling. We need better tools to identify potential customers quickly.

Meeting prep is killing our productivity. We're scrambling to research attendees and set agendas. Post-meeting follow-up is inconsistent across the team.

Customizing our workspace layout and getting proper visibility into our entire team's daily activities and performance has always been a real challenge for us.


My team is caught between doing more with less and hitting bigger numbers. Budget cuts mean fewer reps, but prospects are harder to reach and taking longer to buy. We're stuck in busy work when we should be having meaningful conversations that actually move deals forward.
SARAH, DIRECTOR OF REVOPS

What we’re seeing

Sarah’s challenges are universal

Drowning in busy work

Competition is fiercer, buyers are more skeptical, and sales reps are spending more time on admin than ever before.

28% Of their day is spent actually selling

50 % Of their work week is focused on data entry and reporting

Can’t scale efficiently

Teams have more customer data than ever, but with scattered tools they're still making decisions in the dark.

10 Tools used each day

46 % Say poor data is their biggest challenge

Data without insight

AI demands doing more with less, but manual processes make it impossible to scale without adding headcount.

6-12 Months to ramp a new sales rep

67% Struggle to hit quota

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Sales Skills

- Discovery
- Relationship building
- Consultative selling
- Objection Handling
- Pipeline Management
- Follow - Up

Sales Skills

AI Multiplier

Discovery

Relationship building

Consultative selling

Objection Handling

Pipeline Management

Follow - Up

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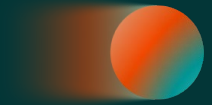
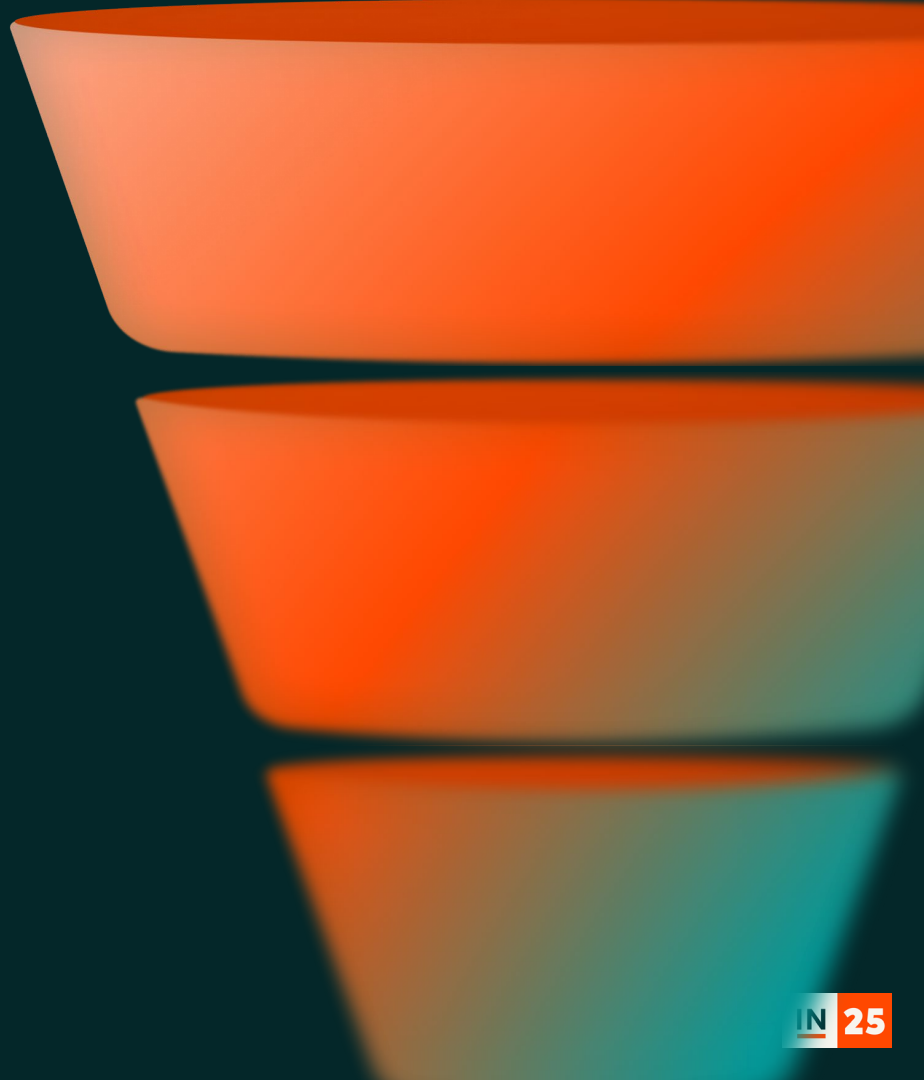
The Difference for Sarah

Agents	Assistants	Features
		
EASY to Use	**FAST** to Deliver	**UNIFIED** by Default

Building Pipeline



Prospecting Agent

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Research

- Analyzing thousands of data points in minutes
- Pulling from websites, news, and CRM history
- Identifying high-intent prospects at scale

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Signals & Outreach

- Personalized messaging triggered by buyer signals
- Engaging prospects at moments of peak intent
- Adapting strategies based on market context and behavior

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Follow up

- Maintaining consistent touchpoints
- Learning from successful sales patterns
- Scaling outreach without headcount

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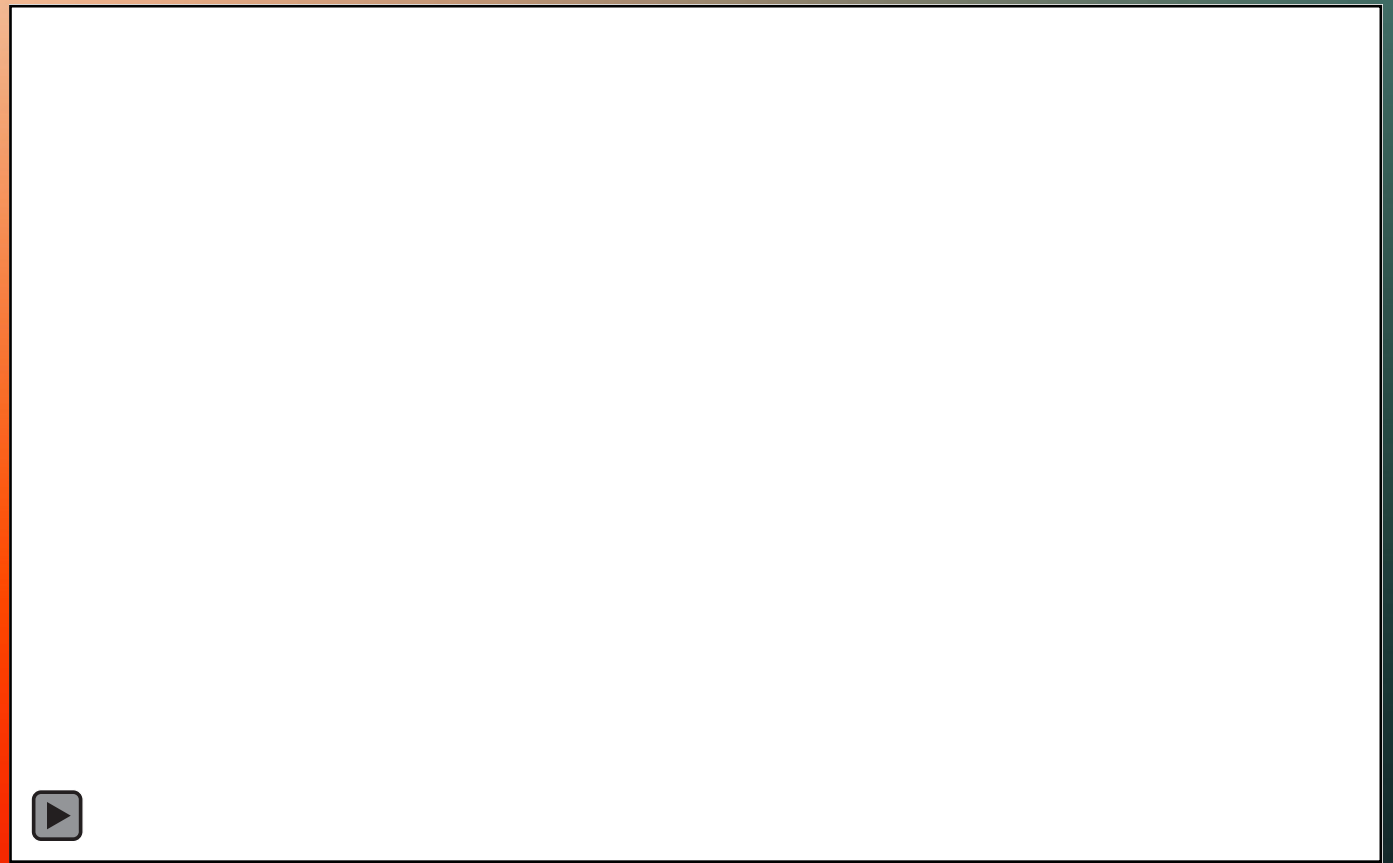
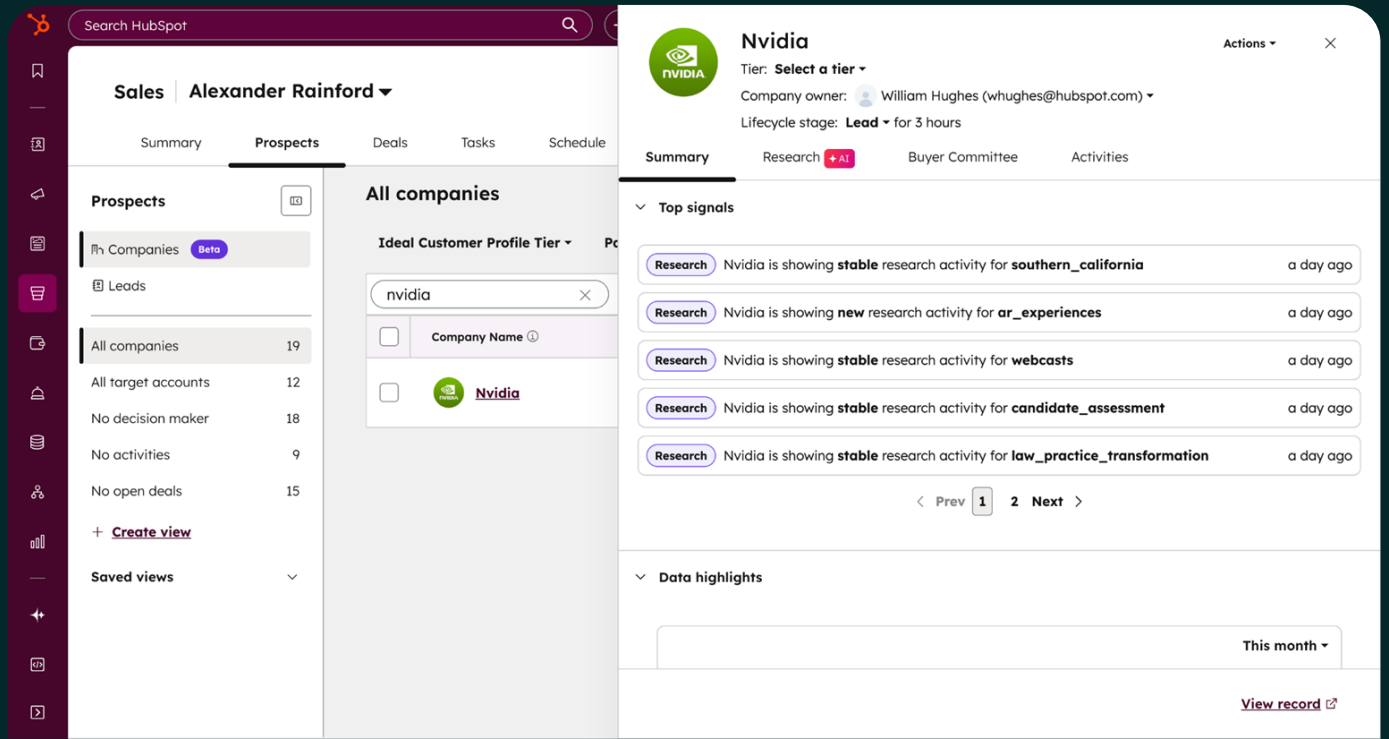
Prospecting Agent



Outreach and Prospecting

Buying Signals Power Dialer Buying Groups



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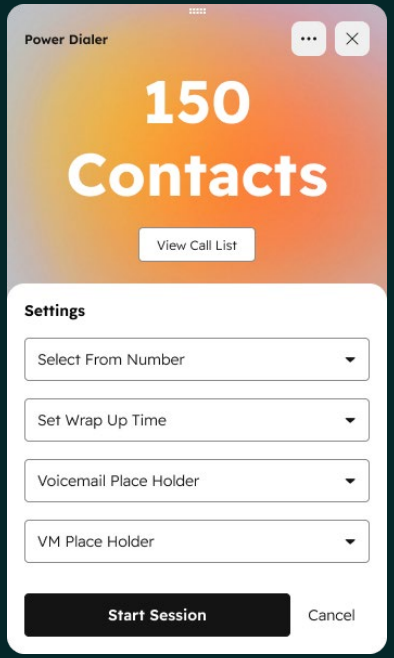

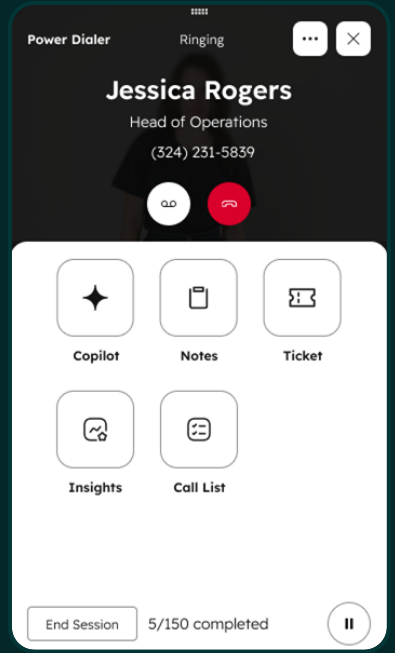

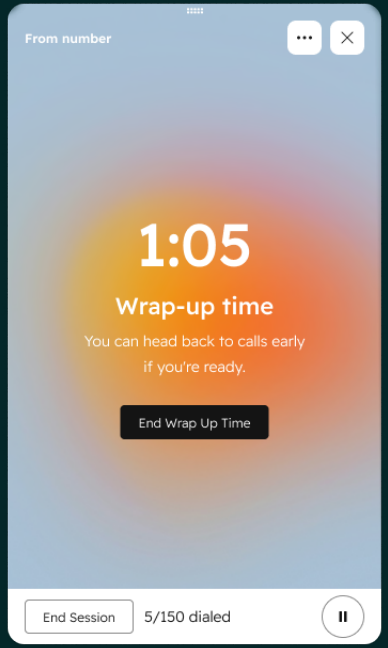

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Buying Signals

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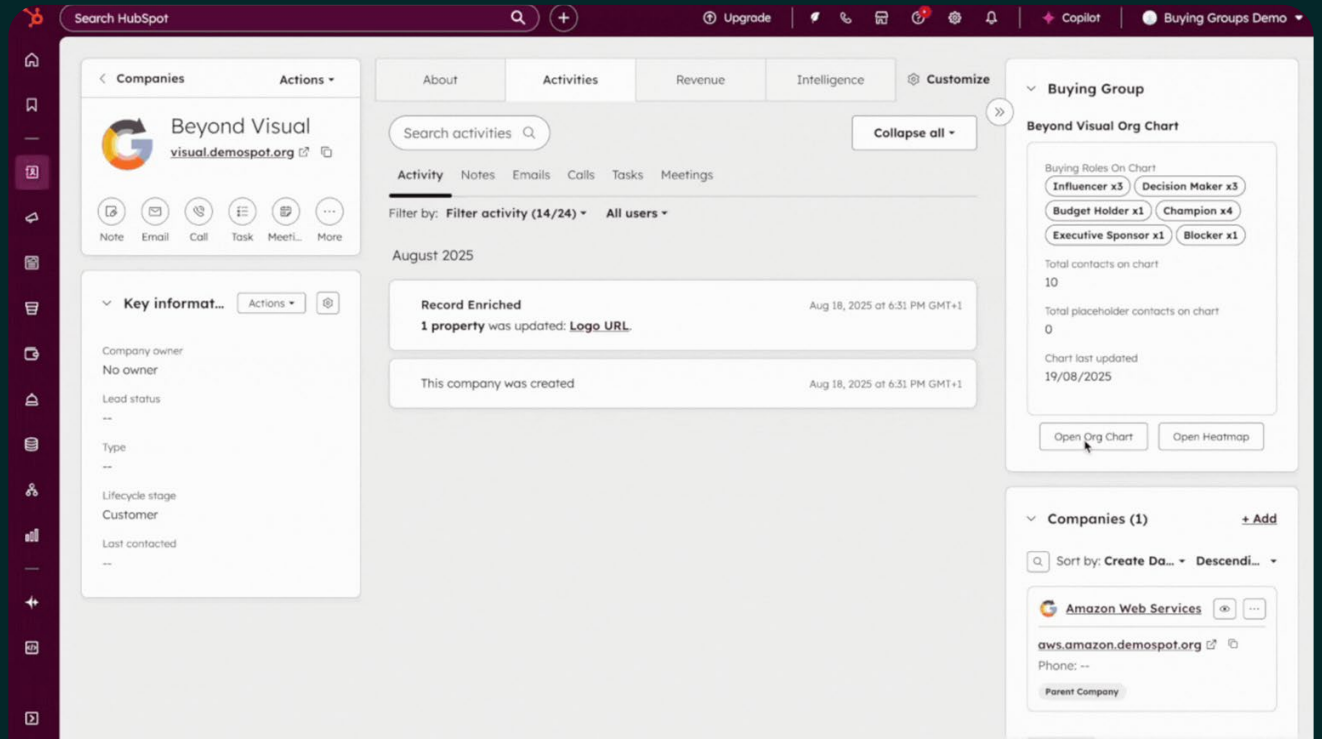
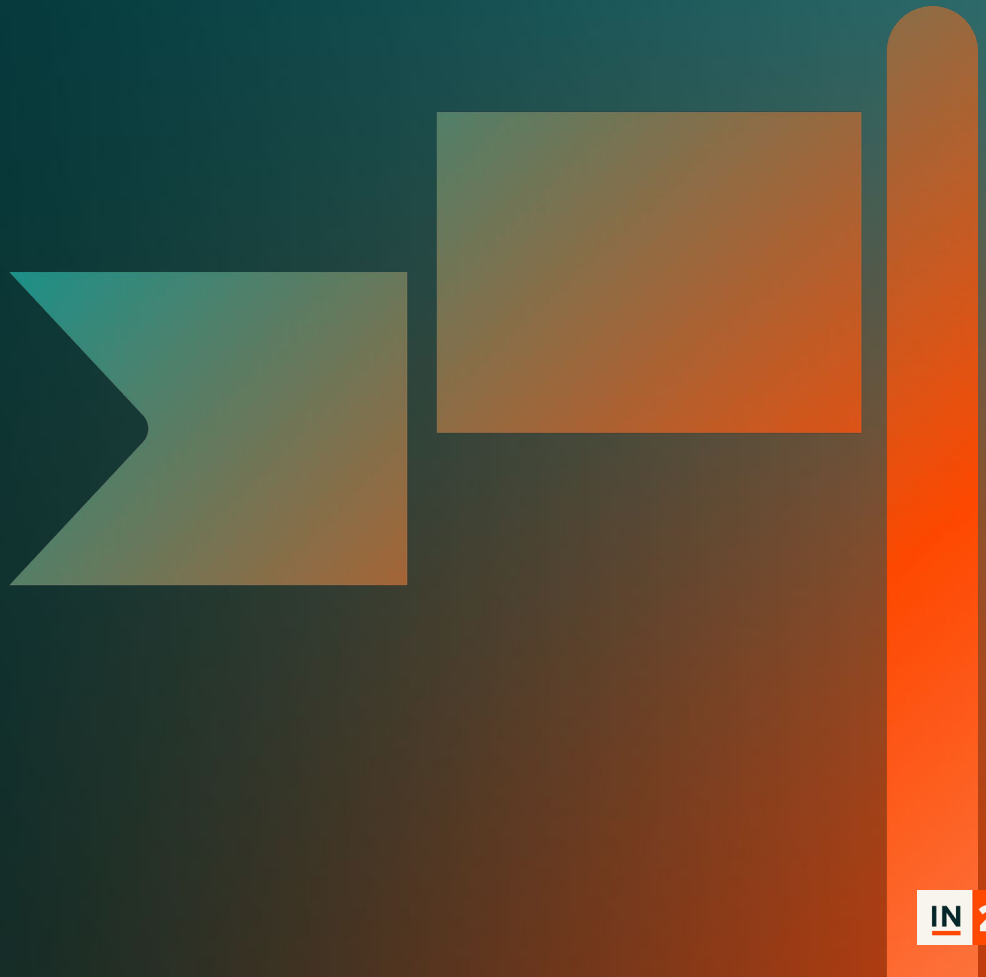
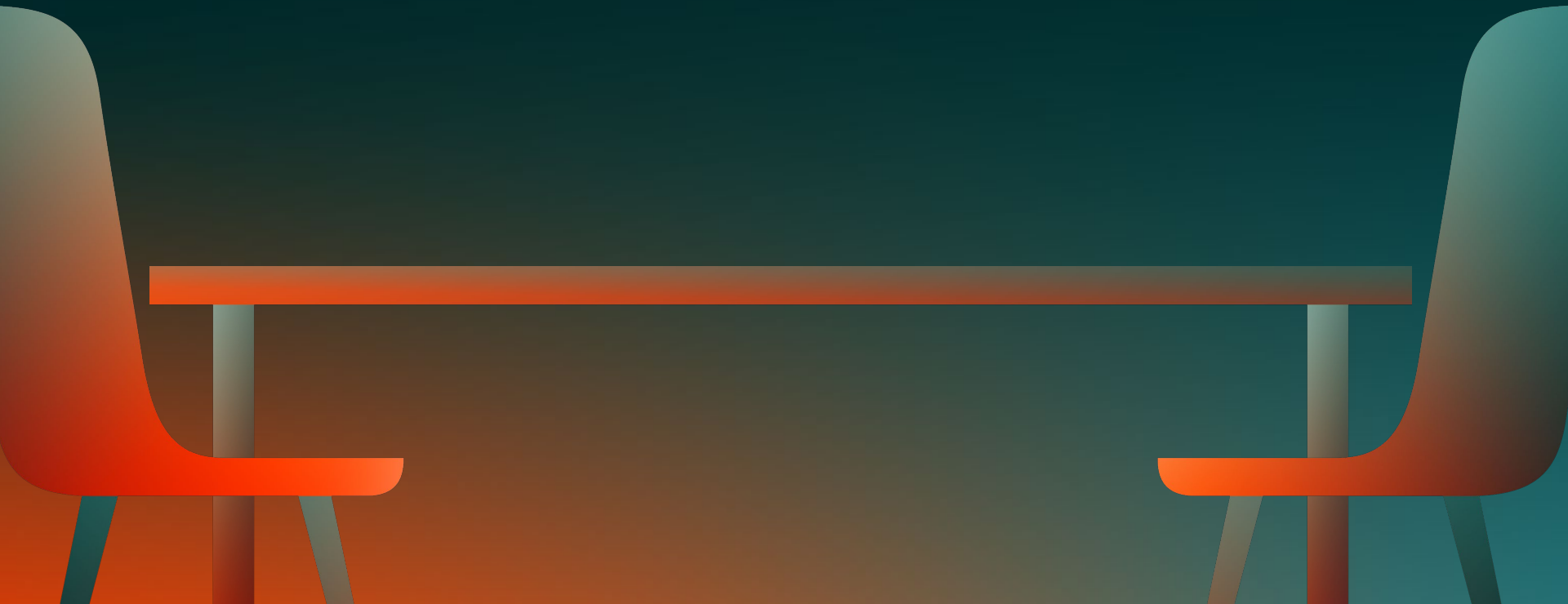


Closing Deals



The Meeting Challenge

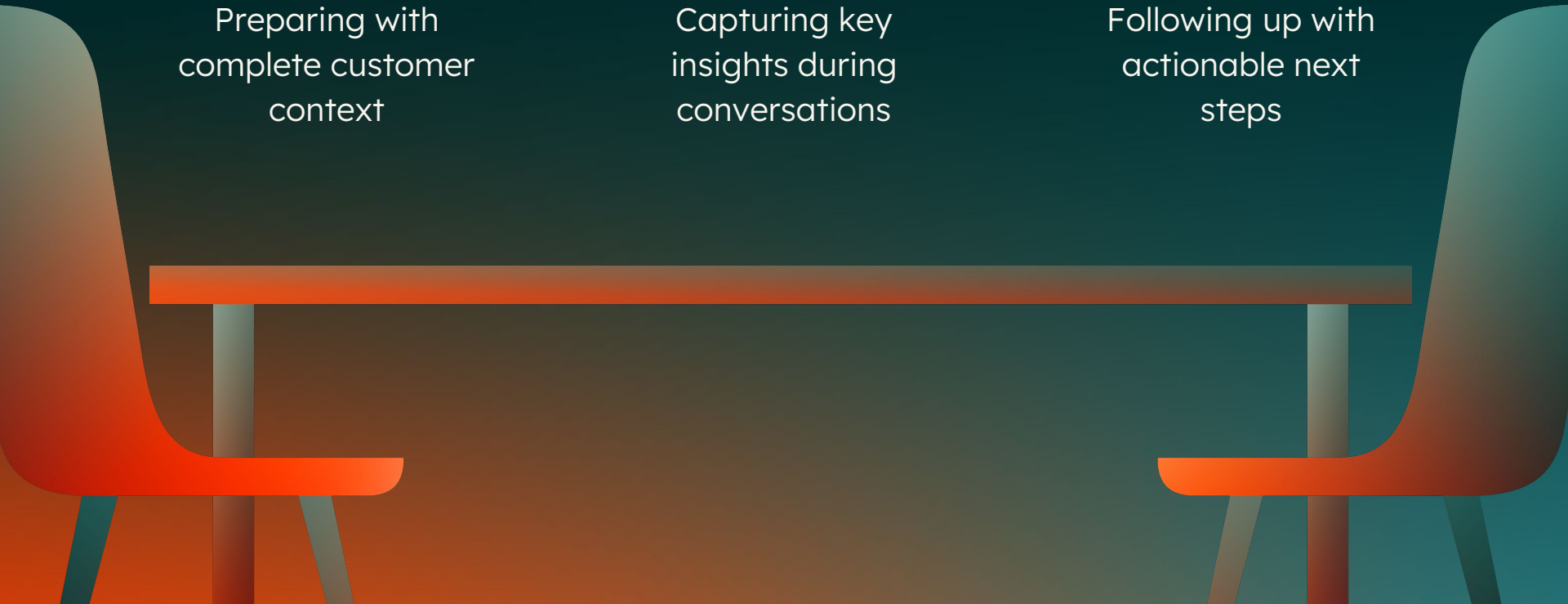


The Meeting Challenge

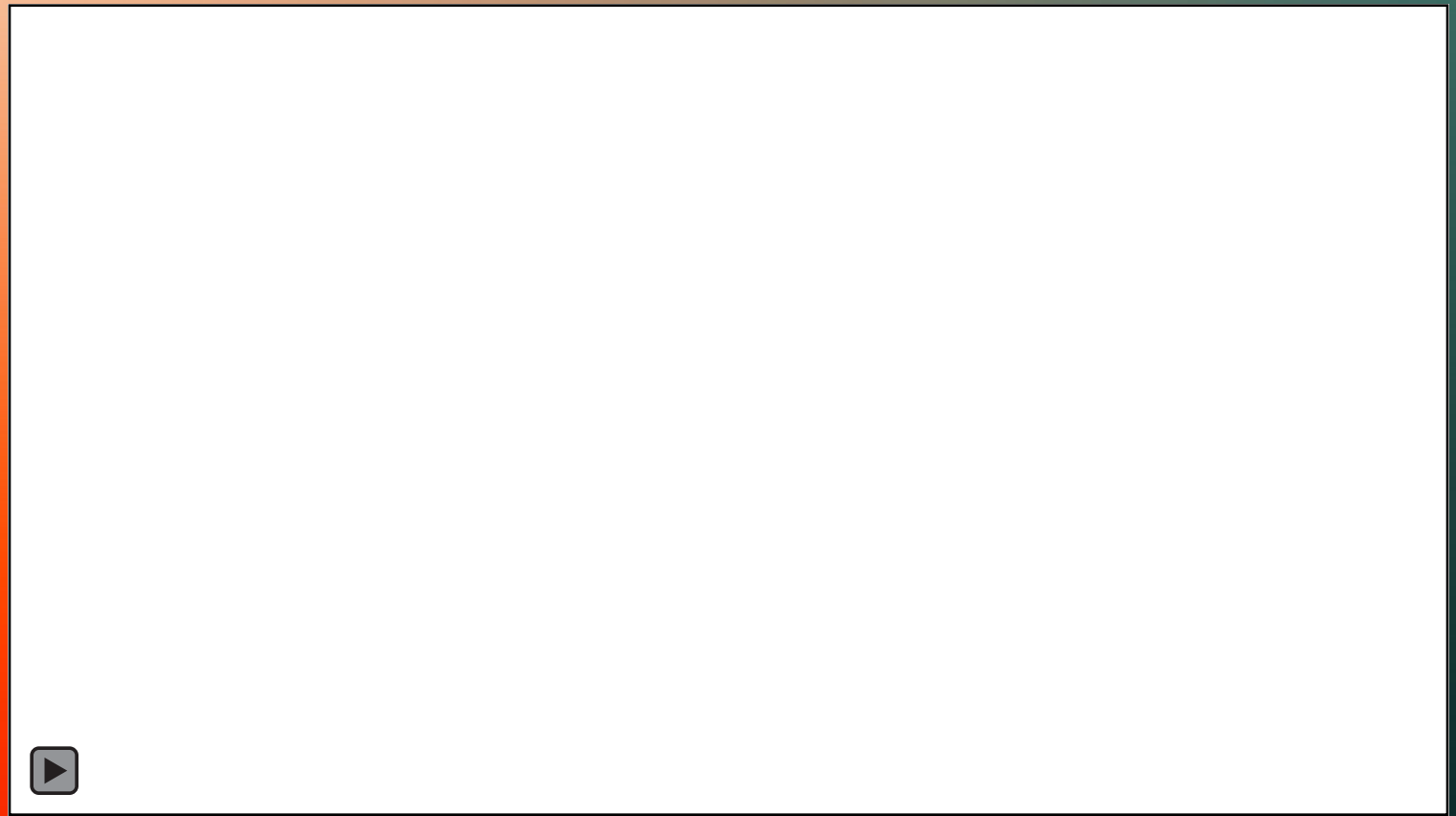
Preparing with complete customer context

Capturing key insights during conversations

Following up with actionable next steps



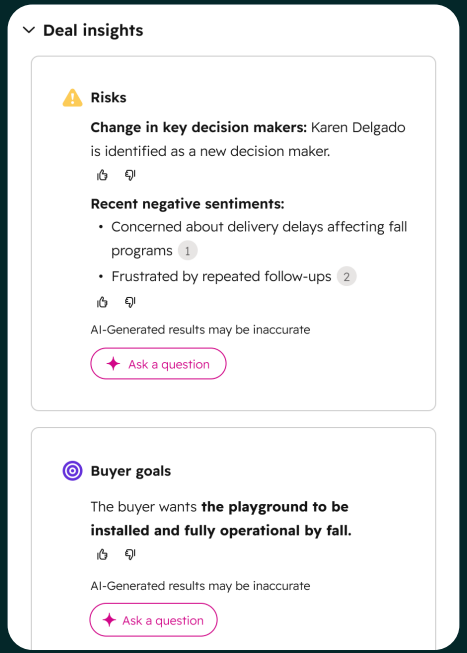
Meetings in the Sales Workspace



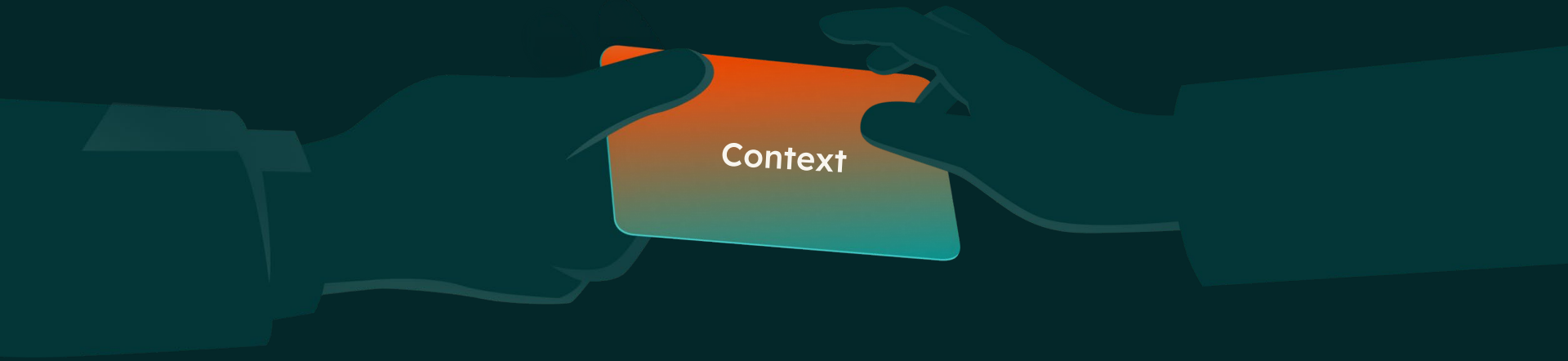
AI Deal Intelligence

Predictive Deal Score

Deal Insights



Prospecting → Selling → Closing



AI-Powered CPQ

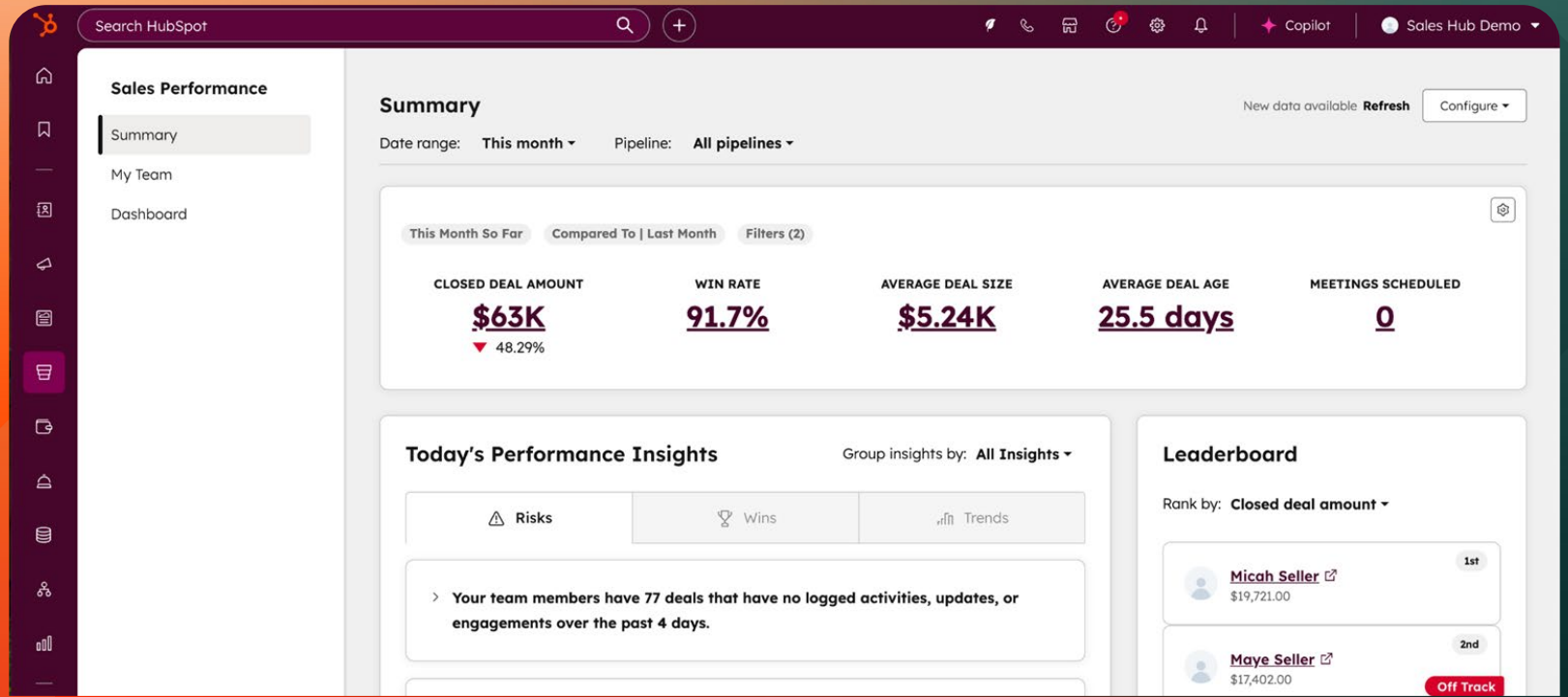
- Generate quotes using context from conversations
- Support for more types of products & pricing levers
- Create & update quotes with conversational AI
- Integrated Closing Agent to answer buyer questions
- Available in Commerce Hub

For Sales Leaders

Sales Performance

Sales Performance

AI-powered insights that identify pipeline risks and coaching opportunities, all in one space that gives you real-time visibility into team performance.



Sarah’s story?

Every sales leader's story

Before	After
Drowning in Admin	AI handles heavy lifting
Lost Deal Insights	Nothing gets lost
Disconnected Tools	Unified platform magic

Real results

Ving

Prospecting Agent helped us book meetings with leads we'd been cold emailing for over a year... 13 meetings booked and over 800 opened emails.

Charles River Apparel

The deal health score flags risk early, while guided actions tell our reps exactly where to focus... helping improve daily prioritization.

SANDOW

With AI meeting assistant... reps stay focused... AI surfaces context... they get clear next steps... Every conversation becomes a strategic asset.

Sylvan Sport

"For years, I've been searching for something that could unlock growth... Then came the Prospecting Agent... Last year, 76 touchpoints to close a deal. Today, just 13.

Flipsnak

Our team uses the AI Meeting Assistant... it's so much easier to pull out information... gives them fast preparation instead of manually searching.

iSolved HCM

The AI deal health score... removes subjectivity from pipeline reviews... AI-powered scoring has been invaluable for focusing efforts.

Thank You!

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Thank you!

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