

THE ONLY GRID-BASED PROSPECTING APP BUILT 100% INSIDE SALESFORCE

Prospecting without ever leaving Salesforce.

Built by sales reps, for sales reps. Prospect Grid finds new accounts and contacts on LinkedIn Sales Navigator, imports them straight into Salesforce, and structures them into a **working grid**: an Excel-like sheet that is fully interactive and automated, right where your data already lives.

Native in Salesforce

Work where your data lives. No second login, no sync layer.

Grid-based workflow

Accounts and all their contacts in a single, workable view.

Built-in sequences

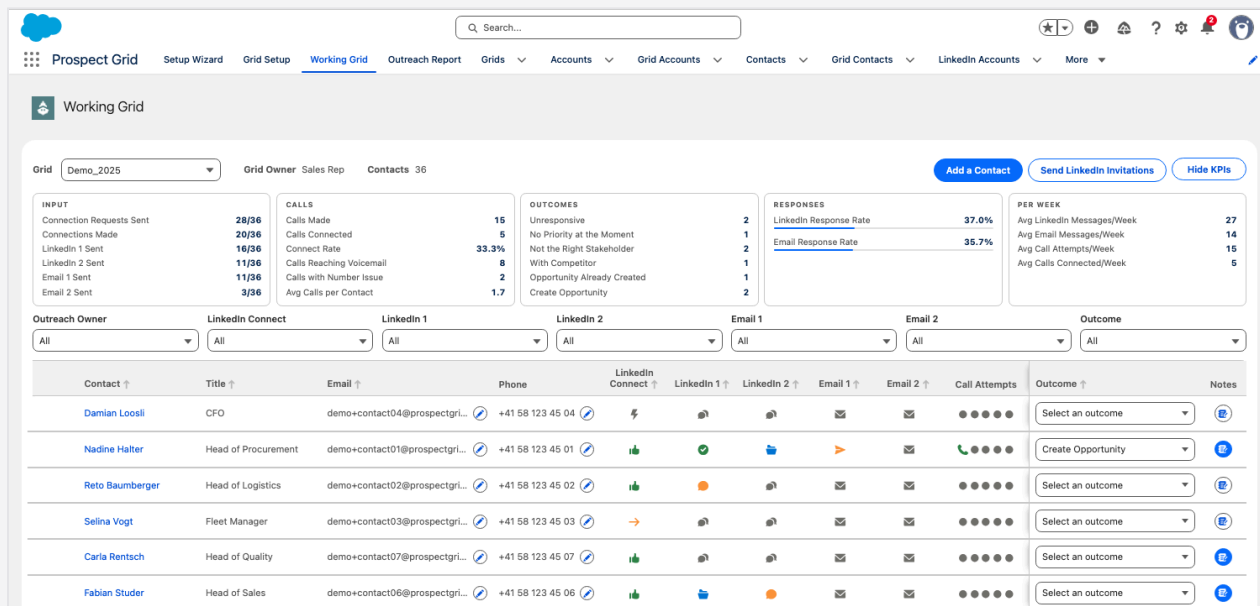
LinkedIn and email sent in a few clicks, calls logged on the same row.

Manager visibility

Outreach and pipeline creation per rep, tracked at a glance.

The working grid, inside Salesforce

Demo org. People and companies are invented.



The screenshot displays the 'Working Grid' interface within Salesforce. At the top, there's a navigation bar with tabs like 'Prospect Grid', 'Setup Wizard', 'Grid Setup', 'Working Grid', 'Outreach Report', 'Grids', 'Accounts', 'Grid Accounts', 'Contacts', 'Grid Contacts', 'LinkedIn Accounts', and 'More'. Below this, the 'Working Grid' section shows a grid for 'Demo_2025' with 36 contacts. The grid is divided into several columns: 'INPUT', 'CALLS', 'OUTCOMES', 'RESPONSES', and 'PER WEEK'. Each column contains specific metrics and counts. Below the metrics, there's a table of contacts with columns for 'Contact', 'Title', 'Email', 'Phone', 'LinkedIn Connect', 'LinkedIn 1', 'LinkedIn 2', 'Email 1', 'Email 2', 'Call Attempts', 'Outcome', and 'Notes'. The table lists several contacts, including Damian Loosli, Nadine Halter, Reto Baumberger, Selina Vogt, Carla Rentsch, and Fabian Studer, with their respective details and outreach status.

Every contact, channel and outcome on one row: LinkedIn status, message steps, email steps, call attempts and outcome. All editable in place, all logged in Salesforce automatically.

WHO IT IS FOR

B2B sales teams that already run on Salesforce: from **BDRs and SDRs** working outbound volume, to **Account Managers** owning a territory, to **Sales Directors** who need outreach and pipeline visible without chasing it. Strongest where buyers are active on LinkedIn.

REQUIREMENTS

Salesforce Sales Cloud

Outlook or Gmail

LinkedIn Sales Navigator

Sales Cloud in Enterprise, Unlimited or Performance Edition.

SIDE BY SIDE

CAPABILITY	Prospect Grid	SALESLOFT	OUTREACH
Native in Salesforce	✓	Separate platform, synced	Separate platform, synced
Grid-based workflow	✓	Per-contact view	Per-contact view
No context switching	✓	Via browser extension	Via browser extension
Built-in sequences	✓	✓	✓
Manager visibility	✓	✓	✓

A selection of capabilities, as of September 2026. Not a complete feature comparison.

Salesloft and Outreach are powerful, but they live outside Salesforce and reach it through an extension and a sync. If your team already runs on Salesforce, why pay for complexity when you can have simplicity and speed?

Find and import contacts, from Sales Navigator into the grid

Relevant Contacts Found on Sales Navigator

Note: Select the contacts you want to add to a grid and assign them to an Outreach Owner. A contact can have only one Outreach Owner.

Select Outreach Owner

Search for a User...

Apply

Filter by Current Position

Head

☐ Outreach Owner	First Name	Last Name	Company	Title
☐	Lea	Brunner	Novartis	Head of Procurement
☐	Elias	Keller	Novartis	Head of Sales Switzerland
☐	Nina	Roth	Novartis	Head of Operations
☐	Simon	Aebi	Novartis	Head of Supply Chain
☐	Julia	Frei	Novartis	Head of Key Accounts
☐	David	Hug	Novartis	Head of Commercial Excellence
☐	Anna	Meier	Novartis	Head of Strategic Sourcing
☐	Luca	Bieri	Novartis	Head of Customer Operations
☐	Sara	Wyss	Novartis	Head of Market Access
☐	Tim	Baumann	Novartis	Head of Business Development
☐	Elena	Graf	Novartis	Head of Sales Operations
☐	Jonas	Fischer	Novartis	Head of Category Management

Filter by position, assign an outreach owner, import. No CSV export, no browser hacks. Contact names and titles are invented.

Pipeline generation

Today

1×

With PG

2–5×

more pipeline

Less admin work, more selling time per rep.

Response rate per prospect

0%

15%

25%

30%

15–25%

response rate

Multi-channel sequences, executed in one flow.

Based on internal testing with more than 1,000 real prospect contacts. Not a promise or a benchmark of the results you will achieve. See section 12.2 of our Terms at [prospectgrid.ch/terms](#).

LIVE IN DAYS, NOT QUARTERS

01

Install from AgentExchange

Formerly AppExchange.
A managed package in your own org.

02

Connect mail and Sales Navigator

Outlook or Gmail, plus LinkedIn.

03

Build your first grid

Tier 1 accounts, contacts imported.

04

Sequence and track

Reps execute, managers see it live.

ONE PLAN. ALL FEATURES.

\$75

per user / month

or

\$750

per user / year

Annual billing: **two months on us.**

Prices in USD, excluding VAT.

Fast implementation, no complex integrations.

[www.prospectgrid.ch](#)

PROSPECT GRID GMBH · ZÜRICH, SWITZERLAND

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