

Essential Tools for the Busy Business Development Professional

Business Development Best Practices Series

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The life of a business developer is never easy, whether you are just starting up or have been in business for a while. Many professionals tend to juggle too many tasks at once and may become overwhelmed and frustrated. You are not alone. As your competitors implement these tools, you suffer in comparison. In this article, we'll share with you some of the latest technological tools and tricks to make your life a little bit easier.

Grammarly:



Grammar and spelling errors may have a huge impact on your company's credibility. Grammarly can help avoid these embarrassing mistakes. Grammarly can be added to Chrome, therefore your social media posts, LinkedIn, Gmail, and everywhere else on your webpage will be reviewed with suggestions. You can subscribe to receive insights and performance updates, and always return to your project by storing any documents in your online editor.

Hubspot:



HubSpot is a leader in its field. It serves micro businesses, midsize companies, and large enterprises. What makes HubSpot unique is that it integrates (CRM), marketing, and sales tools to generate more intelligent data-driven campaigns. A key benefit for HubSpot marketing automation users is the ability to access basic CRM and sales tools without shelling out an additional fee.

About the Author: Mauricio Henderson, CEO, Mauricio Henderson is a phenomenal leader in the community with strong leadership skills and innovative ideas for all people. Being a member of AGC of Colorado, Mauricio has an active and significant role within the Future Leaders Forum, Legislative, Diversity, Workforce, and Associates Council. He devotes a great deal of time to make a difference in his community by volunteering. He is proud to serve with the Adams County Public Schools, Transportation & Construction Girl Committee, WORK NOW, and State Youth Council, to name a few.



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Lynda/ LinkedIn learning:



Deliver the right training to every employee through personalized course recommendations based on their job role, skill set, and experience level. Select from topics covering leadership skills, time management, problem-solving, peer relationships, conflict management, project management, communication and presentation skills.

Clearbit:



Clearbit Connect is a small widget that lives in Gmail's sidebar. It displays useful information about the people who email you and allows you to find anyone's email address without leaving your inbox. Know more about who's emailing you — without having to open a new tab. See social handles, company role, company size, funding, and much more.

RescueTime:



RescueTime is an outstanding tool for anyone who wants to make the most of their time. Whether you've got a Twitter habit you need to kick or you just want insight into your habits, and time-management skills, this is the tool for you. RescueTime is a rare five-star product and one of the best productivity tools we've ever tested.