What’s New in Nimble

Nimble has just announced that its award-winning Social Relationship Manager is now available for teams, a move that takes the company one step closer to realizing its Social Business vision.

Here is a closer look at all of the new features:

Collaborate as a Team
New collaboration capabilities extend Nimble to every team, department and business that wishes to build and nurture trusting relationships.

- Any team member can check any contact and see what is pending, who is going to do it, what has been done, and who has done it
- Every user can see all of the conversations that have occurred with every contact and team member
- Users can schedule and delegate tasks, and comment on any team activity

Maximize Marketing Effectiveness
With Nimble’s soon-to-be-released marketing tools, companies will be able to more easily capture, nurture and convert leads.

- An enhanced import function enables teams to seamlessly migrate information from legacy CRM systems to Nimble
- Custom fields enable companies to connect profession- or industry-specific information to contacts
- A new, customizable website widget automatically feeds leads into Nimble
- The upcoming MailChimp integration will enable businesses to set up email drip campaigns and nurture leads through the pipeline

Close More Deals in Less Time
Nimble’s new sales automation tools will enable companies to accurately track all business opportunities so they can close more deals in less time. With Nimble, businesses can easily assign opportunities to interested leads, and forecast sales and deal probabilities.

Customize Nimble to Your Needs
Nimble’s API and platform will enable developers and technology partners to build custom applications and widgets that extend Nimble in countless ways. All of these applications and add-ons can then be shared or sold in the Nimble Marketplace, which will launch later this year.