Twitter Thread by James Watson | LinkedIn King ■

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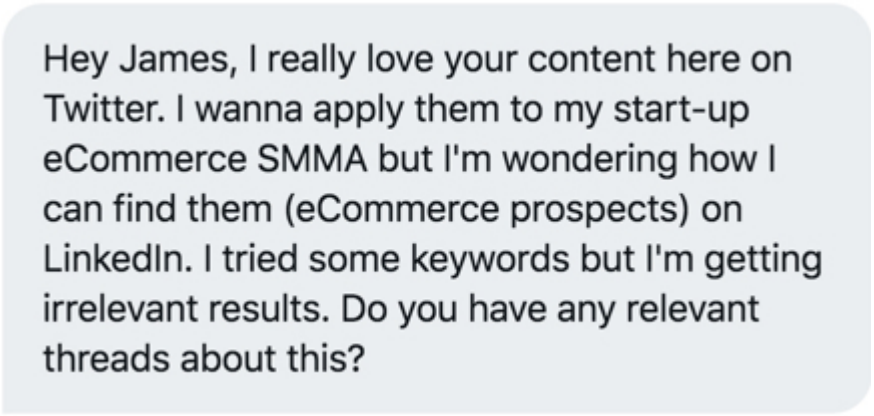
@linkedin_king

Get a lot of questions like this about how to target e-commerce brands on LinkedIn to sell your agency services.

If that sounds like you... here's how you do it.

[SHORT THREAD]



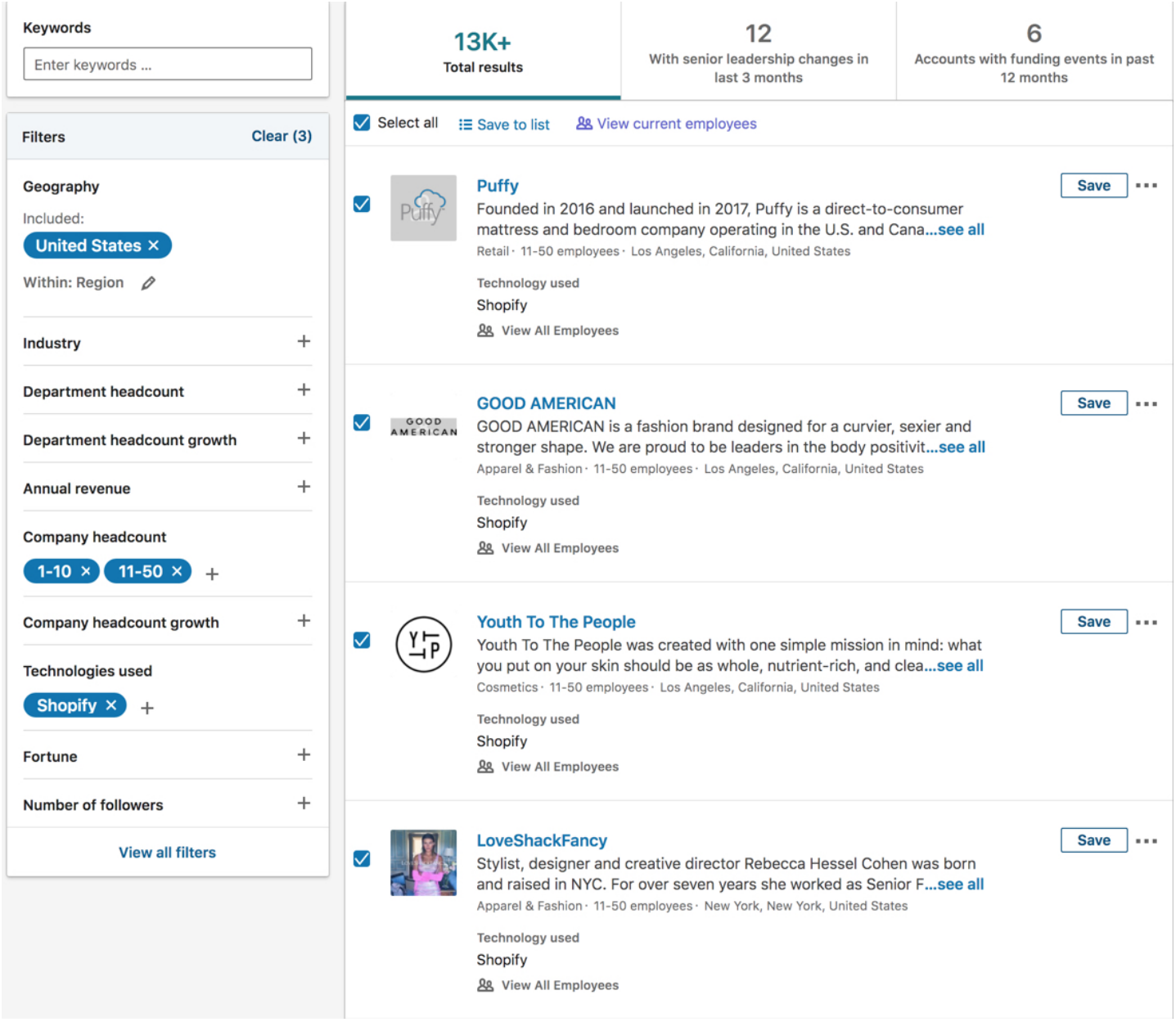
SALES NAVIGATOR

Step 1: Sign up for a free 30 day trial Sales Nav account

Step 2: Use this search to start with https://t.co/3K4m0CrrJy

Assuming you want to target US brands and smaller size companies - adjust these if not.

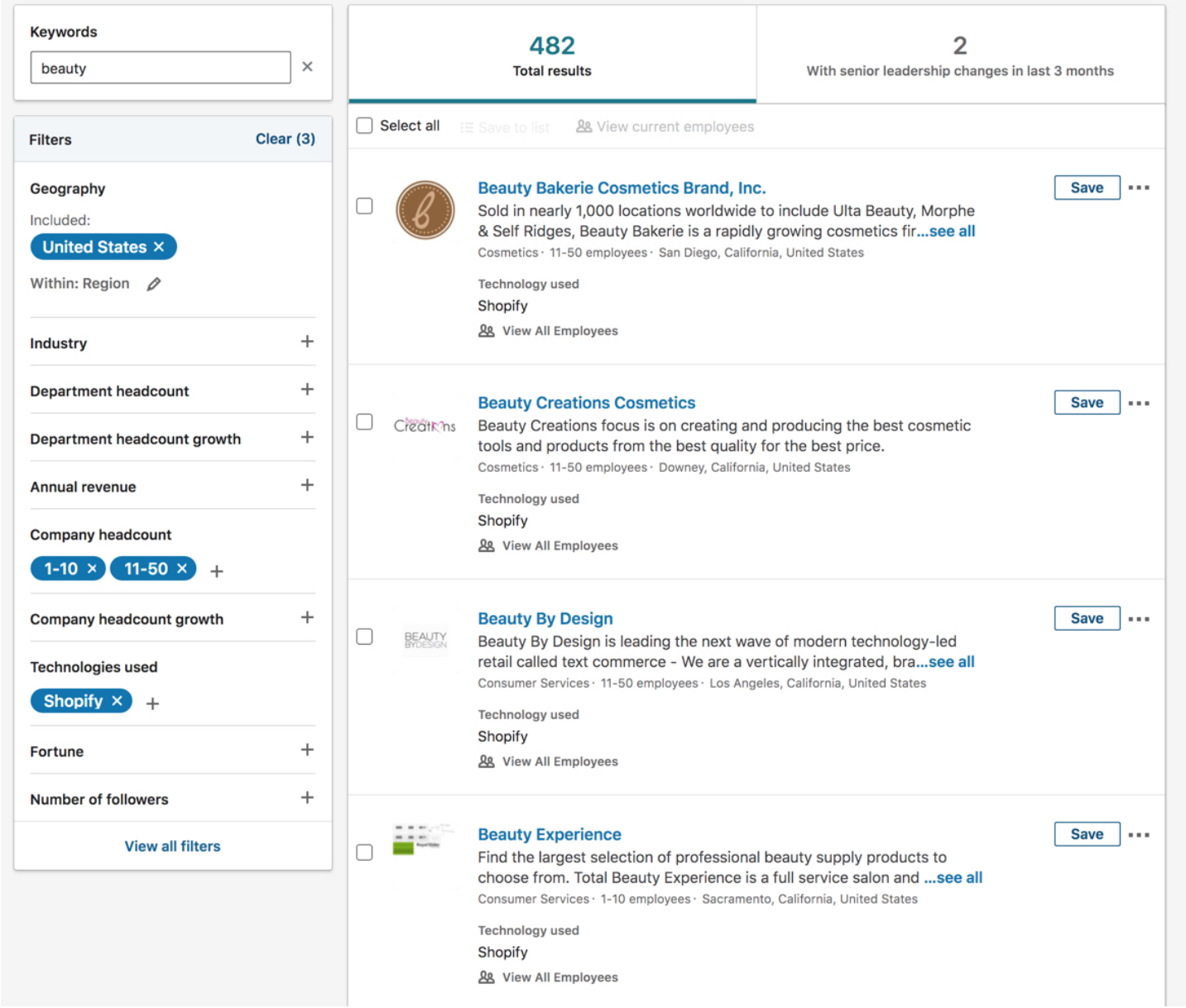
The key is to search for companies using SHOPIFY



Step 3: Want to sub-niche further?

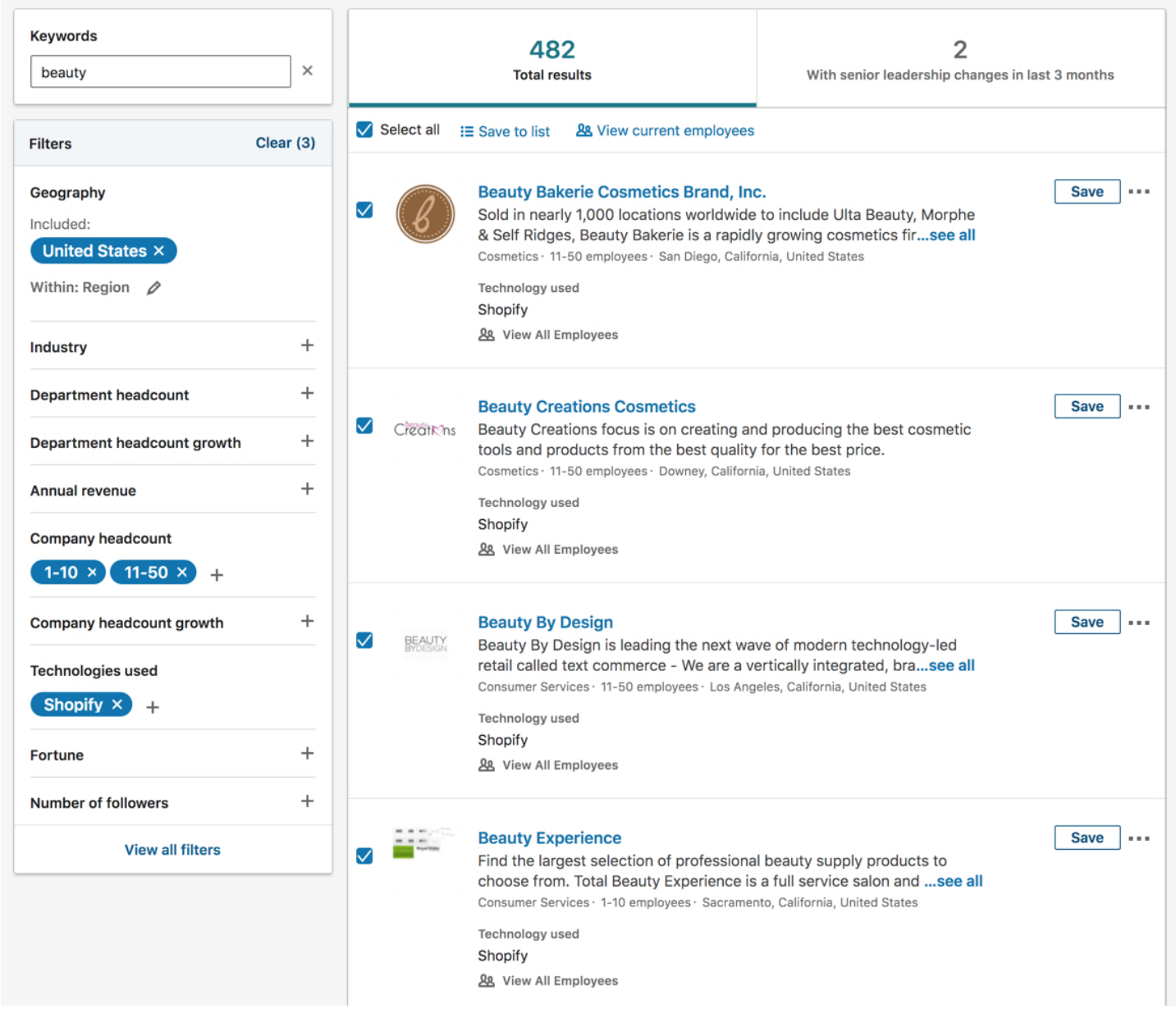
Add 'beauty' as a keyword to refine your list accordingly

Rinse and repeat for as many niches as you want



Step 4:

Select the Accounts (companies) you want to target then click 'view current employees'

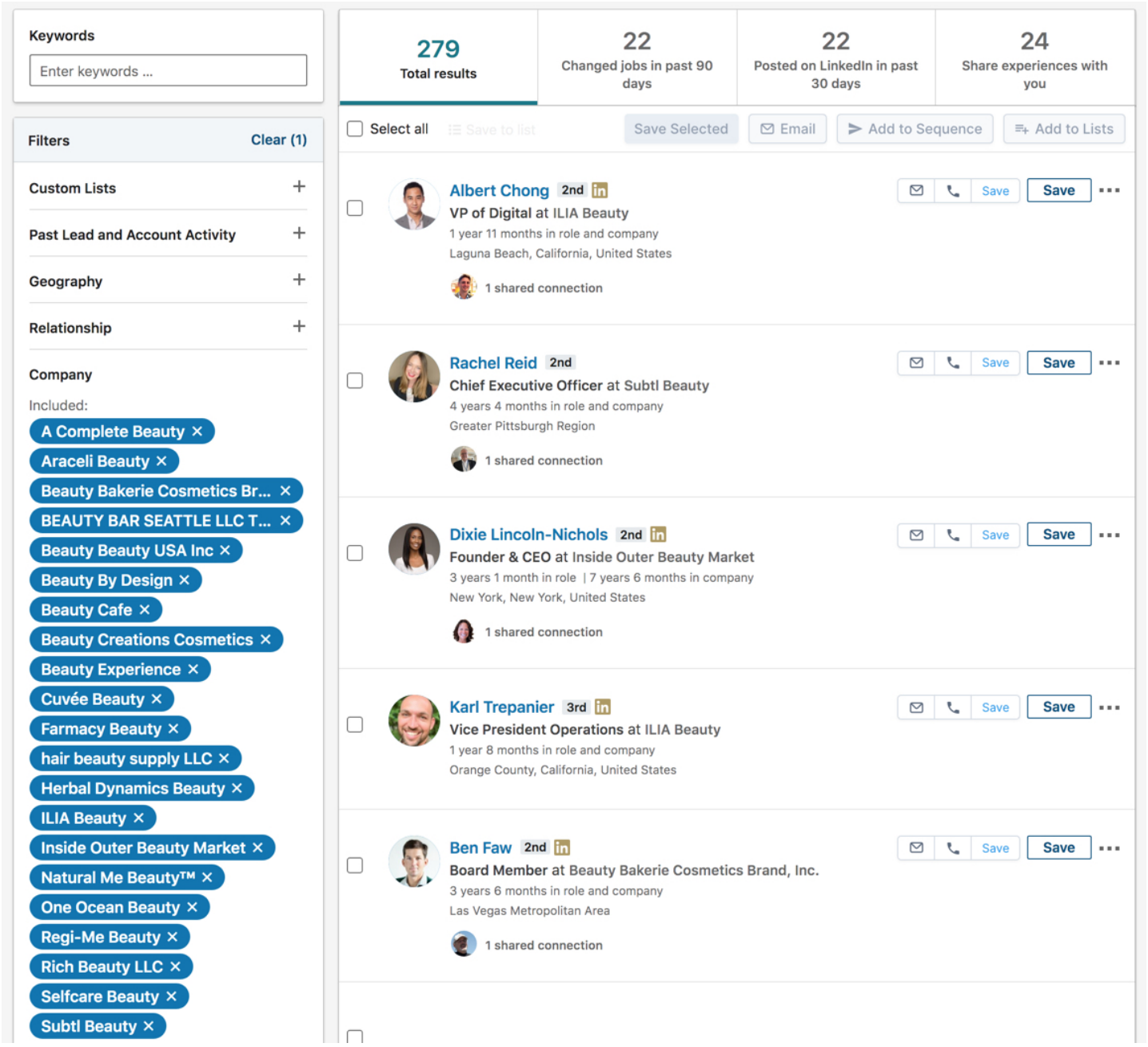


Step 5:

Add in job titles to filter further as needed

THAT'S IT

Now scrape this list using your favourite tool and outreach away...


Keywords
Enter keywords ...
Filters
Clear (1)
Custom Lists
Past Lead and Account Activity
Geography
Relationship
Company
Included:
A Complete Beauty ×
Araceli Beauty ×
Beauty Bakerie Cosmetics Br... ×
BEAUTY BAR SEATTLE LLC T... ×
Beauty Beauty USA Inc ×
Beauty By Design ×
Beauty Cafe ×
Beauty Creations Cosmetics ×
Beauty Experience ×
Cuvée Beauty ×
Farmacy Beauty ×
hair beauty supply LLC ×
Herbal Dynamics Beauty ×
ILIA Beauty ×
Inside Outer Beauty Market ×
Natural Me Beauty™ ×
One Ocean Beauty ×
Regi-Me Beauty ×
Rich Beauty LLC ×
Selfcare Beauty ×
Subtl Beauty ×
279
Total results
22
Changed jobs in past 90 days
22
Posted on LinkedIn in past 30 days
24
Share experiences with you
Select all
Save to list
Save Selected
Email
Add to Sequence
Add to Lists
Albert Chong 2nd
VP of Digital at ILIA Beauty
1 year 11 months in role and company
Laguna Beach, California, United States
1 shared connection
Save
Save
Rachel Reid 2nd
Chief Executive Officer at Subtl Beauty
4 years 4 months in role and company
Greater Pittsburgh Region
1 shared connection
Save
Save
Dixie Lincoln-Nichols 2nd
Founder & CEO at Inside Outer Beauty Market
3 years 1 month in role | 7 years 6 months in company
New York, New York, United States
1 shared connection
Save
Save
Karl Trepanier 3rd
Vice President Operations at ILIA Beauty
1 year 8 months in role and company
Orange County, California, United States
Save
Save
Ben Faw 2nd
Board Member at Beauty Bakerie Cosmetics Brand, Inc.
3 years 6 months in role and company
Las Vegas Metropolitan Area
1 shared connection
Save
Save