

Twitter Thread by James Watson | LinkedIn King ■

James Watson | LinkedIn King ■

[@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]

Hey James, I really love your content here on Twitter. I wanna apply them to my start-up eCommerce SMMA but I'm wondering how I can find them (eCommerce prospects) on LinkedIn. I tried some keywords but I'm getting irrelevant results. Do you have any relevant threads about this?

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

Keywords

Enter keywords ...

Filters Clear (3)

Geography

Included:

United States ×

Within: Region

Industry +

Department headcount +

Department headcount growth +

Annual revenue +

Company headcount

1-10 × 11-50 × +

Company headcount growth +

Technologies used

Shopify × +

Fortune +

Number of followers +

View all filters

13K+

Total results

12

With senior leadership changes in last 3 months

6

Accounts with funding events in past 12 months

☒ Select all

Save to list

View current employees

☒

Puffy

Founded in 2016 and launched in 2017, Puffy is a direct-to-consumer mattress and bedroom company operating in the U.S. and Cana...[see all](#)

Retail · 11-50 employees · Los Angeles, California, United States

Technology used

Shopify

View All Employees

Save ...

☒

GOOD AMERICAN

GOOD AMERICAN is a fashion brand designed for a curvier, sexier and stronger shape. We are proud to be leaders in the body positivit...[see all](#)

Apparel & Fashion · 11-50 employees · Los Angeles, California, United States

Technology used

Shopify

View All Employees

Save ...

☒

Youth To The People

Youth To The People was created with one simple mission in mind: what you put on your skin should be as whole, nutrient-rich, and clea...[see all](#)

Cosmetics · 11-50 employees · Los Angeles, California, United States

Technology used

Shopify

View All Employees

Save ...

☒

LoveShackFancy

Stylist, designer and creative director Rebecca Hessel Cohen was born and raised in NYC. For over seven years she worked as Senior F...[see all](#)

Apparel & Fashion · 11-50 employees · New York, New York, United States

Technology used

Shopify





View All Employees

Save ...

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

Keywords	482 Total results	2 With senior leadership changes in last 3 months
<input type="text" value="beauty"/>	<input type="checkbox"/> Select all <input type="checkbox"/> Save to list <input type="checkbox"/> View current employees	
Filters Clear (3)		
Geography Included:		
United States	<input type="checkbox"/>  Beauty Bakerie Cosmetics Brand, Inc. Save	Sold in nearly 1,000 locations worldwide to include Ulta Beauty, Morphe & Self Ridges, Beauty Bakerie is a rapidly growing cosmetics fir...see all Cosmetics · 11-50 employees · San Diego, California, United States Technology used Shopify View All Employees
Within: Region		
Industry		
Department headcount		
Department headcount growth	<input type="checkbox"/>  Beauty Creations Cosmetics Save	Beauty Creations focus is on creating and producing the best cosmetic tools and products from the best quality for the best price. Cosmetics · 11-50 employees · Downey, California, United States Technology used Shopify View All Employees
Annual revenue		
Company headcount		
1-10 11-50		
Company headcount growth		
Technologies used		
Shopify	<input type="checkbox"/>  Beauty By Design Save	Beauty By Design is leading the next wave of modern technology-led retail called text commerce - We are a vertically integrated, bra...see all Consumer Services · 11-50 employees · Los Angeles, California, United States Technology used Shopify View All Employees
Fortune		
Number of followers		
View all filters	<input type="checkbox"/>  Beauty Experience Save	Find the largest selection of professional beauty supply products to choose from. Total Beauty Experience is a full service salon and ...see all Consumer Services · 1-10 employees · Sacramento, California, United States Technology used Shopify View All Employees

Step 4:

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

Keywords

beauty

Filters

Clear (3)

Geography

Included:

United States

Within: Region

Industry

+

Department headcount

+

Department headcount growth

+

Annual revenue

+

Company headcount

1-10

11-50

+

Company headcount growth

+

Technologies used

Shopify

+

Fortune

+

Number of followers

+

View all filters

482

Total results

2


With senior leadership changes in last 3 months

Select all

Save to list

View current employees

✓



Beauty Bakerie Cosmetics Brand, Inc.

Sold in nearly 1,000 locations worldwide to include Ulta Beauty, Morphe & Self Ridges, Beauty Bakerie is a rapidly growing cosmetics fir...see all


Cosmetics · 11-50 employees · San Diego, California, United States

Technology used

Shopify

View All Employees

✓



Beauty Creations Cosmetics

Beauty Creations focus is on creating and producing the best cosmetic tools and products from the best quality for the best price.


Cosmetics · 11-50 employees · Downey, California, United States

Technology used

Shopify

View All Employees

✓



Beauty By Design

Beauty By Design is leading the next wave of modern technology-led retail called text commerce - We are a vertically integrated, bra...see all


Consumer Services · 11-50 employees · Los Angeles, California, United States

Technology used

Shopify

View All Employees

✓



Beauty Experience

Find the largest selection of professional beauty supply products to choose from. Total Beauty Experience is a full service salon and ...see all

Consumer Services · 1-10 employees · Sacramento, California, United States

Technology used

Shopify

View All 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...

