

Add Contacts to an Account

Datahug gives you a single view all the relationships and activity with an Account. Using Datahug you can now quickly and easily add key Contacts that you didn't know existed to the Account.

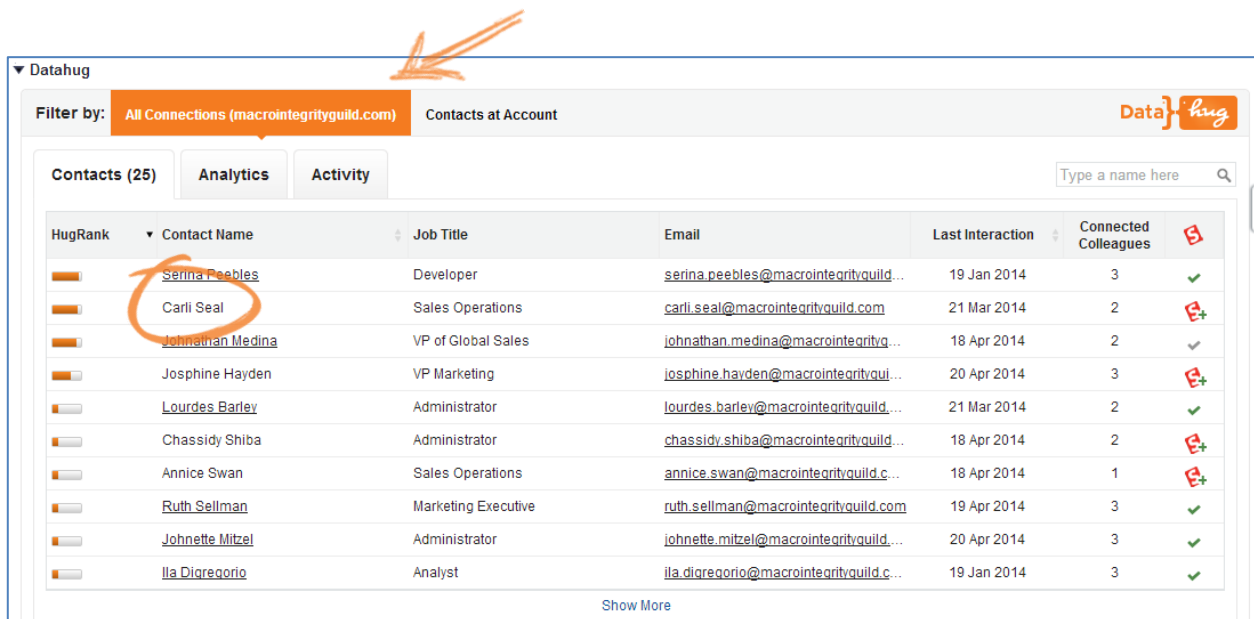
With all the Decision Makers, Influencers and Business Users you can then use the Datahug Activity Analytics to track and manage your interaction with these key people at the Account.

Let's Get Started

Scroll down to the Datahug widget on the Account page in Salesforce.

Datahug defaults to show you all the Connections between your organization and the Account. These include people that don't even exist in Salesforce.

Taking this Account as an example we can see that we know 25 people at the organization. Some of these are in Salesforce as Contacts and others like Carli Seal are not.



HugRank	Contact Name	Job Title	Email	Last Interaction	Connected Colleagues	
	Serina Peebles	Developer	serina.peebles@macrointegrityguild...	19 Jan 2014	3	✓
	Carli Seal	Sales Operations	carli.seal@macrointegrityguild.com	21 Mar 2014	2	✚
	Jonathan Medina	VP of Global Sales	johnathan.medina@macrointegrity...	18 Apr 2014	2	✓
	Josphine Hayden	VP Marketing	josphine.hayden@macrointegrityqu...	20 Apr 2014	3	✚
	Lourdes Barley	Administrator	lourdes.barley@macrointegrityquid...	21 Mar 2014	2	✓
	Chassidy Shiba	Administrator	chassidy.shiba@macrointegrityquid...	18 Apr 2014	2	✚
	Annice Swan	Sales Operations	annice.swan@macrointegrityquid.c...	18 Apr 2014	1	✚
	Ruth Sellman	Marketing Executive	ruth.sellman@macrointegrityquid.c...	19 Apr 2014	3	✓
	Johnette Mitzel	Administrator	johnette.mitzel@macrointegrityquid...	20 Apr 2014	3	✓
	Ila Dioregorio	Analyst	ila.dioregorio@macrointegrityquid.c...	19 Jan 2014	3	✓

Carli should really be in Salesforce as we have a very strong relationship with her. We can easily add her as a Contact on the Account by clicking on the "Add as Contact" icon:

▼ Datahug

Filter by: All Connections (macrointegrityguild.com) **Contacts at Account**

Contacts (25) Analytics Activity

HugRank	Contact Name	Job Title	Email	Last Int	Connected
	Serina Peebles	Developer	serina.peebles@macrointegrityguild.com	19 Jan	2
	Carli Seal	Sales Operations	carli.seal@macrointegrityguild.com	21 Mar 20	2
	Johnathan Medina	VP of Global Sales	johnathan.medina@macrointegrityg...	18 Apr 2014	2
	Josphine Hayden	VP Marketing	josphine.hayden@macrointegrityqui...	20 Apr 2014	3
	Lourdes Barley	Administrator	lourdes.barley@macrointegrityquid...	21 Mar 2014	2
	Chassidy Shiba	Administrator	chassidy.shiba@macrointegrityquid...	18 Apr 2014	2
	Annice Swan	Sales Operations	annice.swan@macrointegrityquid.c...	18 Apr 2014	1
	Ruth Sellman	Marketing Executive	ruth.sellman@macrointegrityquid.com	19 Apr 2014	3
	Johnette Mitzel	Administrator	johnette.mitzel@macrointegrityquid...	20 Apr 2014	3
	Ila Diqreorio	Analyst	ila.diqreorio@macrointegrityquid.c...	19 Jan 2014	3

Show More

Carli has now been added to the Account and exists as a Contact in Salesforce. You can confirm this by changing the toggle to “Contacts at Account”. This will limit the view to just the Contacts that have been added to the Account.

▼ Datahug

Filter by: All Connections (macrointegrityguild.com) **Contacts at Account**

Contacts (9) Analytics Activity

HugRank	Contact Name	Job Title	Email	Last Interaction	Connected Colleagues
	Serina Peebles	Developer	serina.peebles@macrointegrityguild.com	19 Jan 2014	3
	Carli Seal	Sales Operations	carli.seal@macrointegrityguild.com	21 Mar 2014	2
	Johnette Mitzel	Administrator	johnette.mitzel@macrointegrityguild.com	20 Apr 2014	3
	Lourdes Barley	Administrator	lourdes.barley@macrointegrityguild.com	21 Mar 2014	2
	Ruth Sellman	Marketing Executive	ruth.sellman@macrointegrityguild.com	19 Apr 2014	3
	Ila Diqreorio	Analyst	ila.diqreorio@macrointegrityguild.com	19 Jan 2014	3
	Aurea Dix	Supervisor	aurea.dix@macrointegrityguild.com		1
	Neoma Crioler	CTO	neoma.crioler@macrointegrityguild.com		1
	Ralph Teasdale	Analyst	ralph.teasdale@macrointegrityguild.com		1




Datahug Auto-Create Contacts

The Datahug Auto-Create Contacts option allows the user to have any new Contacts discovered by Datahug automatically added to the Account.

Please note: Your Salesforce Administrator must configure the Auto-Create functionality. They may set a threshold so only Contacts above a certain HugRank (relationship score) are created in Salesforce. Please check with your Salesforce Administrator if you have any questions.

Icon Key

If you are unsure of the action you can hover over the icon and read the tool-tip.

	Add person outside of Salesforce as a Contact to the Account
	This person is a Contact in Salesforce and is on the Account
	This person is a Contact on another Account or the person exists as a Lead in Salesforce. The tool-tip will tell you the exact details