Top 10 Free LinkedIn Automation Tools for 2025

LinkedIn automation tools refers to tool that automate tasks on LinkedIn, such as sending connection requests, messages, posting, liking, following up, commenting, extracting leads, finding email addresses, sending outreach campaigns, and many other activities that are typically performed manually on the platform.

There are many LinkedIn automation tools available in the market, but you should be careful when choosing the right one. Most tools carry a risk of getting LinkedIn accounts banned and are not safe to use. It is important to be discerning when selecting LinkedIn automation tools.

In this article, we will cover the safest LinkedIn automation tools that improve lead generation and help close more deals.

Why should you consider using LinkedIn automation tools?

Here are the common reasons you should start using LinkedIn automation.

- ## Save Time

Your sales and marketing team can save hours by automating LinkedIn tasks such as sending connection requests, messaging, finding leads, creating follow-up sequences, and managing campaigns. LinkedIn automation tools effortlessly handle LinkedIn lead generation and prospecting.

You can free up time to focus on high-priority tasks like client follow-ups, personalization, demo calls, sending customized information, meetings, and closing deals.

- ## Personalization

You can personalize your outreach efforts with LinkedIn automation tools for a large audience. Personalized outreach messages receive more interaction and engagement, as they appear more natural and have a human touch, which helps avoid spam.

You have various options to send highly personalized content. You can add the recipient's name, company name, industry, product, titles, and more, making your messages look more professional.

- ## Automate customers' buyer journeys

Convert leads into deals with the help of LinkedIn automation. Automation can make your buyer journey smoother and faster. You can automate and share relevant content based on the interaction at every buyer journey stage.

- ## Gain an edge over the competition

People who use LinkedIn automation tools have an edge over the competition. Sales and marketing teams often struggle with their regular tasks. Using LinkedIn automation makes them more effective and efficient. So that they can focus on the most important tasks and convert more sales with the right efforts.

- ## Get more qualified leads by spending less time

Lead generation tools will give your sales team enough time to focus on the most qualified leads. This helps increase your conversion and sales revenue.

- ## A/B testing

A/B testing features allow you to experiment with different activities. You can test various outreach requests and follow-up templates to see which ones get the most replies.

- ## Multichannel outreach campaign

You can run a multichannel outreach campaign by sending messages and follow-ups via LinkedIn and email. This makes the perfect combination for an outreach campaign. You can reach out through a LinkedIn outreach campaign for people who have not opened your email.

Multichannel outreach helps you to maximize your business's lead generation. You can able to generate more leads with multichannel campaign strategies.

- ## Reporting

You get a comprehensive reporting dashboard that details all your lead-generation tasks and activities. You can see information such as which profiles you sent requests to, how many were accepted, how many messages you sent, how many received replies, the response to your follow-up campaigns, the reply rate, conversion rate, and much more.

Analyze reports and make the necessary changes to improve your lead generation campaign.
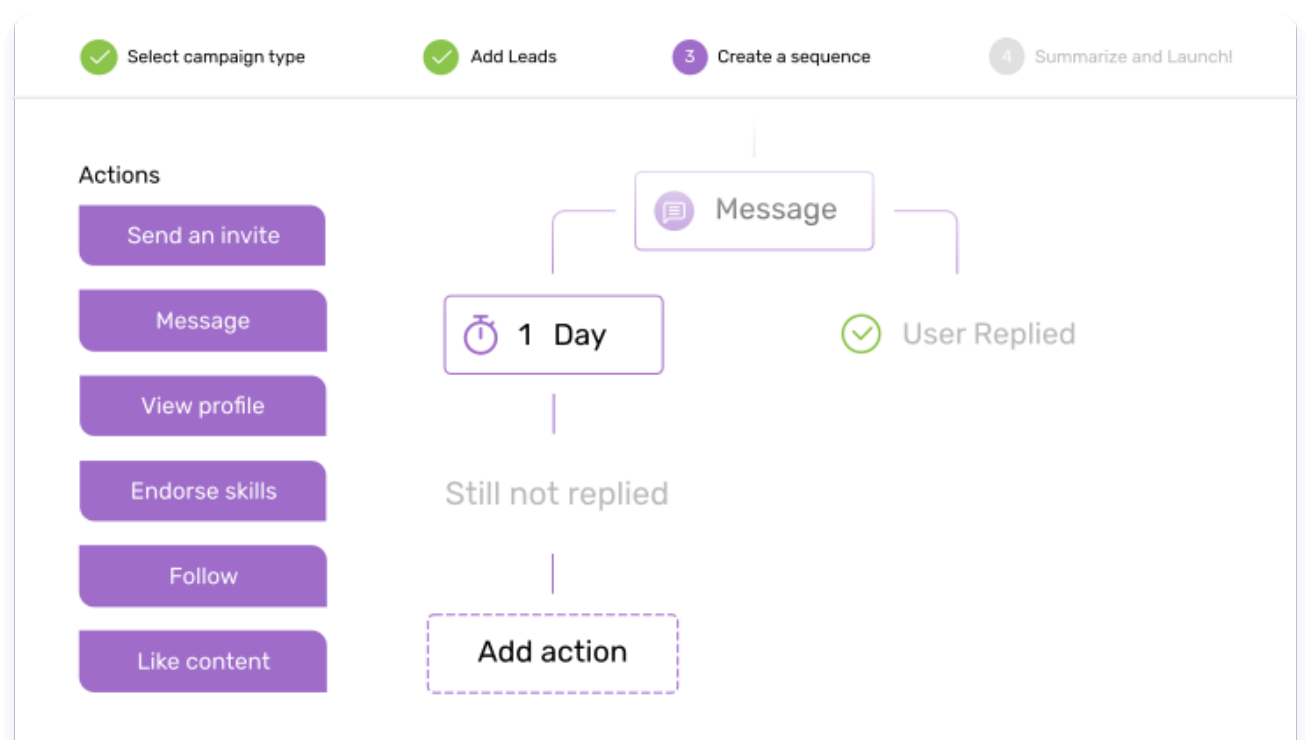
Let's jump into the top 10 free LinkedIn automation tools to boost your lead generation efforts without further delay.

Here is a list of the top LinkedIn automation software:

This list includes free LinkedIn automation tools, their features, reviews, and guidance on when to use free and paid options.

1. Dripify

Dripify is an awesome multifunctional LinkedIn automation tool and one of the safest on the market. It is super convenient to use and extremely easy to set up. You can run entire LinkedIn campaigns on autopilot. It simplifies LinkedIn tasks such as sending invites and messages, viewing profiles, endorsing skills, following, liking posts, extracting leads to CSV, and more.

Standout features are

- Put your LinkedIn account on autopilot that works while you sleep.
- It keeps your LinkedIn account safe with an advanced algorithm.
- You easily bypass LinkedIn limits per week.
- Seamlessly connect with famous tools Google Sheets, Hubspot CRM, Zoho, SalesForce, Asana, and more through Zapier.
- Comfortable with LinkedIn Free, Premium, Sales Navigator, and Recruiter
- Best LinkedIn profile scraper to get prospects' email addresses, phone numbers, and more.

Is Dripify free to use?

Yes, Dripify provides a [14-day free trial](#). To get started, you can link your LinkedIn account and enjoy the benefits of LinkedIn automation.

Pricing

If you upgrade to a paid plan, pricing options start from $39 per month. The paid plans offer incredible features to enhance your experience, like drip campaigns, A/B testing, activity control, and team collaboration.

- $39/month for Basic Plan
- $59/month for Pro Plan
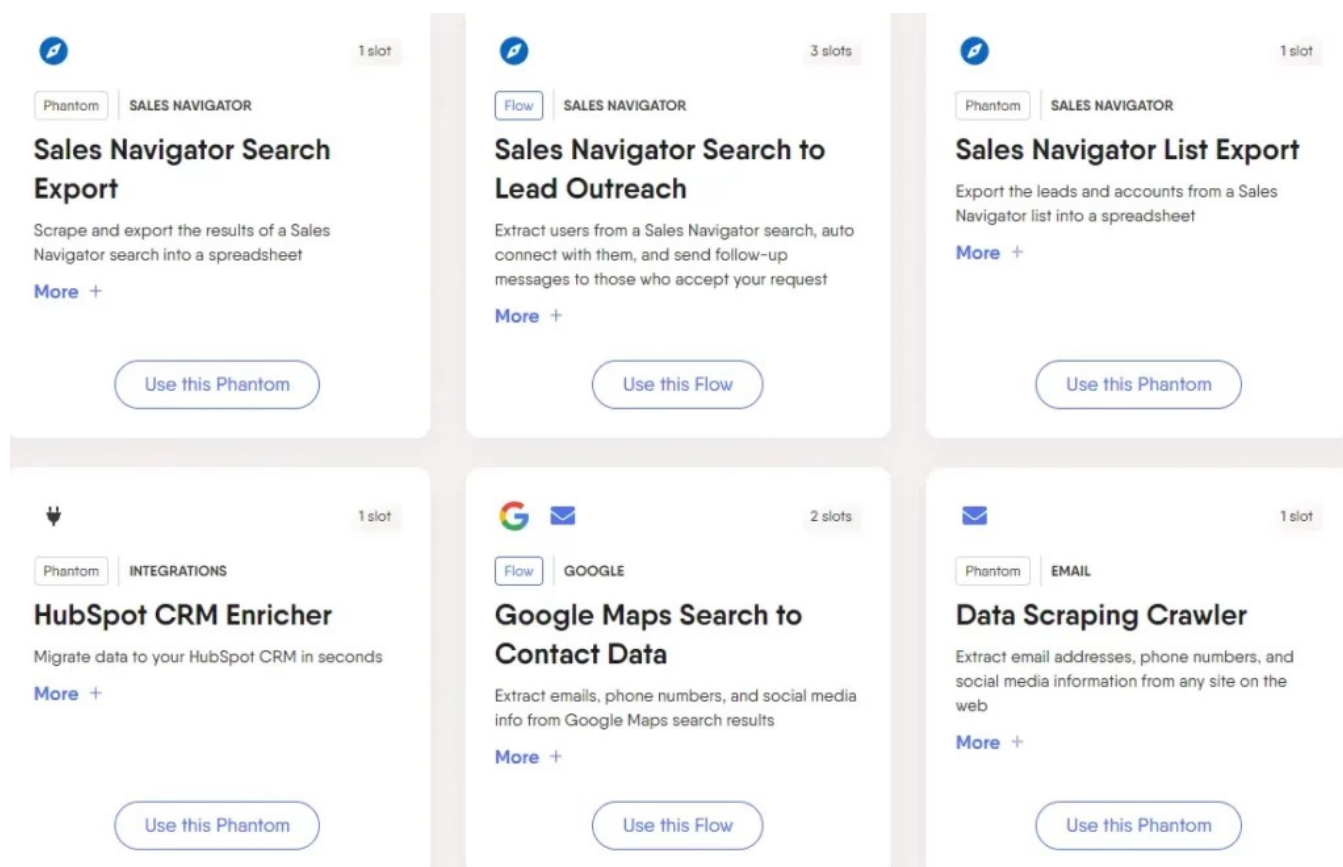- $79/month for the Advanced Plan

Rating and reviews

4.5/5 on G2

Check out the complete [Dripify review](#) here.

2. PhantomBuster

[PhantomBuster](#) is an all-in-one lead generation platform that allows you to automate LinkedIn as well as other websites like Google, Instagram, YouTube, and Facebook. It can help scrape data from any website and create flows for tasks such as connection invites, messages, comments, and finding email addresses and phone numbers.

[Generate More Leads](#)

Standout features are

- Automate data collection from LinkedIn, Sales Navigator, Twitter, Instagram, Google Maps, and more.
- Access 100+ ready-made automation to take action and interact with leads.
- Save hours of your lead generation time and generate quality leads.
- Keep your CRM database up to date with data enrichment.
- Easily run individual tasks and achieve your sales goals.

Is PhantomBuster free to use?

Yes, PhantomBuster is a free platform to generate leads for your business. It offers a [14-day free trial](#), providing 2 hours of execution time, 10 slots, and 1,000 AI credits. It is one of the best free LinkedIn automation tools to watch out for.

Pricing

Start a paid plan for $56 per month with 20 hours of execution time, 10,000 AI credits, and unlimited exports. If you want to increase capacity and credits, you can choose other plans.

- $128/month for Pro Plan
- $352/month for Team Plan

Rating and reviews

4.2/5 on G2

You can read the complete [PhantomBuster review here](#).

3. Closely

[Closely](#) is a fantastic LinkedIn automation tool that has all the features needed for every sales team. Seamlessly create a multi-channel campaign using both LinkedIn and email outreach. Automate actions on a LinkedIn account such as sending connection requests, sending messages, viewing profiles, liking posts, endorsing skills, finding emails, and sending emails.

Additionally, you can warm-up your email account with Closely's warm-up features. Build a good sender reputation and enjoy the benefits of high email deliverability and inbox placement.

[Grab Huge Discount](#)

Standout features are

- Works well with LinkedIn Free, Premium, Sales Navigator, and Recruiter.
- Seamlessly automate LinkedIn and email outreach campaigns.
- Send campaigns with the highest level of personalization.
- Extract emails from LinkedIn searches, groups, and communities.
- Get complete details on your outreach campaign, such as total prospects, connections sent, accepted, emails sent, emails opened, messages sent, links clicked, replies received, and more.
- In-built inbox and warm-up features for better email deliverability.

Is Closely free to use?

If you upgrade to a paid plan, you can use it for [free for 3 months](#).

Pricing

Closely offers affordable pricing plans with huge discounts. Since it is a complete multi-channel outreach platform where you can automate LinkedIn and email. It is worth using to increase lead volume and sales.

- $70/month for Personal Plan
- $150/month for Growth Plan

- $225/month for Pro Plan

Rating and reviews

4.6/5 on G2

View the detailed [Closley review here](#).

4. Dux-Soup

[Dux-Soup](#) is the #1 LinkedIn automation tool that helps you generate qualified leads regularly. More than 80,000 sales and marketing professionals, growth hackers, lead generation agencies, and business owners trust Dux-Soup to discover more opportunities on LinkedIn.

Running LinkedIn outreach campaigns with Dux-Soup is super easy and saves hours of your prospecting time. It integrates with dozens of tools like HubSpot, Pipedrive, Zapier, LeadFuze, Woodpecker, and more.

[Why not try it for free today?](#)

Standout features are

- The most secure LinkedIn automation tool available.
- Dux-Soup delivers consistent results, helping you convert leads into sales.
- Manage prospects by tagging the prospect profile you want to target automatically.
- Send LinkedIn connection invitations, automatically view and follow profiles, endorse skills, and send InMails and messages.
- Track your entire LinkedIn lead generation performance.

Is Dux-soup free to use?

Yes, Dux-Soup is free to use and works perfectly with LinkedIn Free, Premium, Sales Navigator, and Recruiter. You can enjoy Dux-Soup for 14 days and grow your sales pipeline.

Pricing

If you want to continue using Dux-Soup after 14 days, here is the paid plan you can opt for:

- $11.25/month for the Pro Dux Plan
- $41.25/month for Turbo Dux Plan
- $74.17/month for Cloud Dux Plan

There are different pricing plans for teams and agencies. You can [check them out here](#).

Rating and reviews

4.3/5 on G2

You can find the full [Dux-Soup review here](#).

5. Waalaxy

[Waalaxy](#) is the perfect lead-generation platform that helps you reach out to prospects through LinkedIn and email. In Waalaxy, you can automate finding emails, LinkedIn activity, send emails, and more. It discovers the right prospects for your business with an

AI prospector.

Using Waalaxy makes your prospecting efforts easy. It is a robust and supercharged lead generation platform that accelerates your growth.

[Sign up Free with LinkedIn](#)

Standout features are

- Use the magic of AI to find leads for you in a few clicks.
- Find 1000 leads in 2 minutes.
- Find the prospect's professional email address and enrich your CRM data.
- Implement a cold email strategy and increase the volume of qualified leads.
- Automate LinkedIn tasks and replies and save 4 hours weekly.

Is Waalaxy free to use?

Yes. It offers a [Freemium plan](#). You can use the Waalaxy – LinkedIn Automation Tool Chrome extension for free. Build prospect list from LinkedIn search, Sales Navigator, and Recruiter Lite. Focus more on converting sales and save 70% of your time on prospecting.

Pricing

If you want to explore more features and email credits then go for a paid plan that is cost

effective.

- €56/month for the Advanced Plan
- €80/month for Business Plan

Rating and reviews

4.6/5 on G2

Discover the entire [Waalaxy review here](#).

6. GrowMeOrganic

[GrowMeOrganic](#) is another free lead-generation platform that you can use to find quality leads for your business. By being aware of your ideal customer profile, you can extract emails and phone numbers from LinkedIn and Google My Business.

It is capable of handling entire sales automation. It has a database of more than 575M professional contacts, which will help you reach out to ideal prospects easily and grow your business faster.

Standout features are

- Find verified email addresses from Linkedin.
- Send automated and personalized follow-ups to your prospects.
- Get B2B contacts with complete information like company size, location, name, and more.
- Find email and phone numbers from social media handles and Google My Business.
- Unlimited email warm-up system to achieve great deliverability.
- AI image personalization to get better engagement.

Is GrowMeOrganic free to use?

Yes, GrowMeOrganic offers a 14-day free trial, allowing you to explore all the features and understand the effectiveness of the platform.

Pricing

If you want to extract more contacts and reach out to more people then GrowMeOrganic paid plan for you. Let's see fair pricing plans:

- $39/month for the Starter Plan
- $79/month for Growth Plan
- $159/month for Pro Plan

Rating and reviews

4.7/5 on G2

Study the GrowMeOrganic review for a comprehensive look at its pros and cons.

7. OctopusCRM

OctopusCRM is among the most reliable LinkedIn automation tools available. Due to its

cost-effective solution, many people choose it as their first choice for LinkedIn automation. It has all the capabilities to run a LinkedIn marketing campaign on autopilot.

It is specific to LinkedIn automation and cannot be used as a multichannel outreach platform. You can initiate tasks like auto-connect, auto-view, auto-messages, auto-endorse, set up sequences, bypass LinkedIn weekly limits, and more. Business owners, marketing agencies, recruiters, and sales teams trust OctopusCRM for their lead generation.

START FREE TRIAL

Standout features are

- Bypass LinkedIn weekly limits by using email invitations.
- Automatically send personalized connection requests on LinkedIn.
- Budget-friendly LinkedIn automation platform.
- Flawlessly integrates with Zapier and HubSpot.
- Automatically detect and notify you of excessive LinkedIn activities.

Is OctopusCRM free to use?

Yes. OctopusCRM offers 7-day free trial without a credit card or upfront payment. Use its tools for 7 days for free and minimize your prospecting efforts.

Pricing

OctopusCRM is known for its affordable pricing plans. Let's take a look.

- $6.99/month for the Starter Plan
- $9.99/ month for Pro Plan
- $14.99/month for the Advanced Plan

Rating and reviews

4.6/5 on G2

Read the detailed [OctopusCRM review](#) and its pros and cons.

8. Wiza

[Wiza](#) is a sales prospecting platform that allows you to extract contacts from LinkedIn searches. Get verified professional email addresses from LinkedIn profiles. Build target audience lists in seconds, send cold emails, and generate higher sales and revenue.

[Get Started for Free](#)

Standout features are

- Just install the Chrome extension and start prospecting on Linkedin.
- Get accurate and verified contact details.
- Extract email address and phone number in seconds.
- Get real-time and updated contact details.
- Smoothly sync and integrate with CRM platforms like Salesforce, Hubspot, Zapier, PipeDrive, and more.

Is Wiza free to use?

Yes, Wiza is completely free to use. You will get 20 emails per month, 5 phone numbers per month, and CRM integration.

Pricing

For unlimited contacts and features, you can opt for paid plans.

- $83/month for the Email Plan
- $166/month for the Email + Phone Plan

Rating and reviews

4.6/5 on G2

Read the in-depth Wiza review to understand its strengths and weaknesses.

9. SalesQL

SalesQL is my favorite LinkedIn prospecting tool. It helps you get email addresses and phone numbers from LinkedIn. It works smoothly with LinkedIn Basic, Premium, Sales Navigator, and Recruiter. More than 200,000 companies use SalesQL for their sales prospecting needs.

Some of its clients include Accenture, Hilton, Verizon, BDO, Cognizant, Johnson & Johnson, and more. Effortlessly connect with your prospects using the SalesQL lead generation tool.

[Start Now, it's free](#)

Standout features are

- Find email addresses and phone numbers of prospects from multiple sources.
- Consistent and top-rated email-finding tool.
- Build an accurate contact list with 40+ data fields.
- Save time, boost productivity, and increase sales revenue.
- Integrate with major CRM platforms to help you update data in real-time.

Is SalesQL free to use?

Yes, SalesQL is free to test. No credit card is required. Just sign up and start finding leads. It offers 50 free credits.

Pricing

For more features and credits you can go for the paid plan.

- $39/month for the Starter Plan
- $79/month for the Advanced Plan

- $119/month for the Pro Plan

Rating and reviews

4.7/5 on G2

Check out the in-depth [SalesQL review](#) to learn about its pros and cons.

10. UpLead

[UpLead](#) is a B2B database platform that allows you to access over 155M leads. For sales and marketing professionals, it is the go-to platform for finding business leads. UpLead is not a LinkedIn automation platform but an effective lead generation platform.

It's a strong competitor of ZoomInfo, providing the most accurate B2B contact information. UpLead is known for its B2B database, data enrichment, email verification, technographic data, intent data, and world-class sales prospecting platform.

Standout features are

- Offer 95% data accuracy which is more than competitors.
- 24/7 support from real people.
- Get a verified email and direct phone number or mobile number details.
- Get information about the intent buyer.
- Bulk lookup and data enrichment service.

Is UpLead free to use?

Yes. UpLead offers 5 credits for free in that you can find an email or phone number.

Pricing

If you are looking for more leads then it's better to opt for the paid plan that provides complete access to the B2B database across the globe.

- $99/month for the Essentials Plan
- $199/month for the Plus Plan

Rating and reviews

4.7/5 on G2

Conclusion

As you have seen, there is a complete list of free LinkedIn automation tools with unique features and capabilities to benefit your sales and marketing strategy. Free automation tools have some limitations, but they allow you to experience [how the tools work](#) and understand their capabilities. Using the free version is helpful to learn the platform and enhance its usage.

LinkedIn automation tools are effective and efficient for lead generation. However, it is up to you to utilize them effectively to enhance your lead generation. Automation has saved countless hours for many marketing and sales professionals. LinkedIn automation is a blessing for all sales and marketing professionals. Start using it and achieve great success for your business.

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