

ZoomInfo for Sales

Five-Second Overview

ZoomInfo helps sales professionals achieve their most pressing objective: driving more meetings from the sales team's efforts. Experts in the industry for over 15 years, ZoomInfo's database leverages over 12 million company profiles, 43 million direct dials, and 68 million business emails. The company's Growth Acceleration Platform dynamically puts sales pros in position to identify, connect, and engage with qualified prospects – faster than any other B2B contact provider.

Why ZoomInfo's Data Matters

Because ZoomInfo's verified professional and business profiles come fully loaded with detailed background information about prospects, sales pros can easily reach ideal buyer personas, accounts, and decision makers in any industry in a more meaningful way. Simply put, ZoomInfo offers sales more direct dials and email addresses than any other competitor in the marketplace and presents sales teams with the tools needed to close (way more) deals.

"Without access to direct dial phone numbers, momentum stalled on the sales team," commented Mark Kosoglow, VP Sales at Outreach. "There was strong call reluctance because they knew they wouldn't get in touch with anyone."

From robust integrations with popular CRM and marketing automation platforms to plug-ins that support on-the-go prospecting efforts, ZoomInfo's contact data and sales intelligence is always at your fingertips. By eliminating inefficient guesswork, research, and manual data entry from your daily workload, you can finally focus on what you do best: sell.

ZoomInfo's Coverage

43M+

Direct dials

127M+

Contacts

12M+

Company Profiles

68M+

Email Addresses