

ZoomLists for Key Accounts

Support your sales force by helping them **find, qualify and close** more business! Find decision makers and influencers at key accounts and expand your key account list by uncovering similar companies to your current clients and prospects. ZoomLists gives your sales team the deep information they need to turn cold calling into warm calling.

Build lists of decision makers and influencers at target accounts. It's easy!

1. Send us a list of your target companies.
2. Tell us who you're looking for (for example, all marketing titles, chief legal officers, senior accountants, C-level executives...).
3. ZoomInfo delivers a list of all contacts who match your criteria, in a format that can easily be uploaded to your CRM system.

Expand your list of target companies.

1. Send us a list of your current clients/prospects.
2. ZoomInfo delivers a list of companies that are similar to your current clients/prospects (competitors, same industry, size, geography...).

Why ZoomLists?

- Uncover decision makers at key accounts
- Map out organizations
- Find new target companies
- Get deep information – not just contact details
- Prospect more efficiently and effectively
- Ownership - not rental - with no usage limitations*

ZoomLists provides the following details in a spreadsheet (CSV):

- First Name
- Middle Initial
- Last Name
- Prefix
- Suffix
- Title
- Email
- Direct Phone
- Company Name
- Company Phone
- Company Fax
- Company Headquarters Address (Street, City, Postal Code, Country)
- Company Website
- Company Revenue
- Company Employee Count
- Company Industry
- Link to full profile on Zoominfo.com

(Please note: Not all fields are available on all records.)

* ZoomLists includes contacts found via ZoomInfo's proprietary technology, which crawls the web 24-7 to provide fresh business contact info across all industries and job titles. All info is publicly available, but is not opt-in. All clients must comply with CAN-SPAM and other regulations. List rentals available through ZoomInfo's partner, Worldata.