



zoominfo.com | 866.904.9666

FIND, QUALIFY AND CLOSE WITH ZOOMINFO FOR SALESFORCE

Import targeted leads and refresh your CRM data with ZoomInfo's industry-leading business information, including email addresses, direct phone numbers, current job titles, detailed company descriptions and more. Shorten the time it takes to convert

leads to customers and use ZoomInfo's sophisticated search tools to fuel your sales pipeline with targeted leads and relevant new accounts. Get access to the data you need right where you need it within your existing Salesforce environment.

KEY FEATURES



IMPROVE DATA QUALITY

Fill in missing demographic and firmographic information, including direct dial phone numbers and email addresses. Update obsolete or incorrect records in your Salesforce environment by comparing your information with ZoomInfo's detailed B2B profiles and choosing the data you want to refresh.



ADD NEW TARGETED CONTACTS

Find new leads, accounts and contacts directly within Salesforce with the ZoomInfo Search tool. Get information on the decision makers and influencers at the companies you are targeting. Search by job title, function or management level, etc. Access valuable background information on your prospects to warm up cold calls.



GAIN CONTROL OF YOUR DATA

Choose how ZoomInfo data enters your Salesforce environment. Custom mapping and flexible administration features give you control of the information imported into your CRM.



MAKE YOUR WORKFLOW CONVENIENT

Get powerful B2B data within your existing workflow. No need to leave your Salesforce environment, or manipulate Excel spreadsheets.