



ZoomInfo Plugin for Salesforce

Find, close and qualify without ever leaving your CRM. With actionable Salesforce data at your fingertips, spend less time researching and more time doing what you do best: selling. Maintain database completeness and increase the accuracy of your database with the click of a button. Because ZoomInfo works where you work, your sales and marketing teams can be more efficient than ever.

BUSINESS BENEFITS

- Improve connect rate and increase the quantity of meaningful conversations using accurate direct dials and email addresses
- Save significant time researching and decrease manual errors by effortlessly exporting contacts directly into Salesforce
- Fill your pipeline with new contacts and companies matching your target demographics
- Gain insight into your team's prospecting efforts by keeping all activities within Salesforce for improved tracking

THE ZOOMINFO DIFFERENCE

ZoomInfo improves more of your dataset because we have over 88 million professional email addresses, 47 million direct dial phone numbers and nearly 13 million company profiles. Using our direct dial phone numbers and email addresses, you will improve connect rates with leads and have more meaningful conversations.

IBISWorld

SAVED 276,000 MINUTES PROSPECTING

"ZoomInfo has helped the sales team at IBISWorld become more efficient and effective in their prospecting efforts, which has had a positive impact on the bottom line."

ISAAC SATTEN

Client Services Manager,
IBISWorld



Namely

90%

Data Accuracy

SalesLoft

3X

Increased Connect Rate

Outreach

67%

Time Cut to Connect

KEY FEATURES

- ✓ Maintain a consistent CRM environment by standardizing the information flowing in to your CRM to the format you need
- ✓ Automatically match and fill fields for leads, contacts and accounts, the instant it is created
- ✓ Get insight into your team's prospecting efforts by keeping all activities within Salesforce for improved tracking
- ✓ Fill in the blanks in your data and gather key information on prospects without asking for it, including job titles, direct phone numbers, email addresses, company firmographics and more

The top screenshot shows the Zoominfo website with a profile for Hila Nir, Vice President of Marketing and Product at Zoom Information, Inc. The bottom screenshot shows the Zoominfo integration within the Salesforce CRM interface, displaying a list of contacts with fields for Name, Title, Company, and Industry.