



Contact and Company Search

Access detailed and accurate information on key contacts and companies. With advanced filtering, including but not limited to industry, management level, location, technology products, and revenue, you can refine your search to fit your *exact* target.

BUSINESS BENEFITS

- Decrease your call to connect time with access to direct phone numbers and email addresses
- Create targeted campaigns by building lists segmented by industry, title, company, location, and more
- Gain the insights you need to connect with, engage and win desirable accounts
- Warm up access to cold calls through information on people and companies, including work history and web references

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.



PRODUCED AN ADDITIONAL \$2.3 MILLION OF ACTIVE PIPELINE

"ZoomInfo's accurate data allowed the sales team to spend more time selling and less time researching. Of all the data we used from ZoomInfo, the vast majority had direct dial phone numbers, which we used to enable auto-dialing campaigns."

SEAN GOLDIE

Senior Segment Marketing
Manager – SMB, Concur



KEY FEATURES



Filter contact search by job function, title, management level, and more.



Customize company search by revenue, location, technology products, industry, and more.



Automatically suppress contacts purchased from ZoomInfo in the last 6 months.

