

# Sales Intelligence

Smarter selling and bigger wins, driven by Account Intelligence

The days of meeting quota with nothing but a canned pitch and generic list of contacts are over. B2B buyers want smarter selling — not noise.



To win in the new world of digital B2B sales, you need to be informed and add value at the right time, in the right way. Hunches just won't cut it anymore: the competition is too fierce and the stakes are too high. You need an inside advantage to help you cut through the chaos and close bigger deals, faster. You need Demandbase Sales Intelligence.

Demandbase Sales Intelligence puts Account Intelligence at your fingertips so you can find more of the right prospects at the right time, engage with them on a deeper level, and win more — all faster and easier than ever.

## Our customers get results:

**2x**

the dollars being added into their pipeline over the same month, previous year

**66%**

reduction in time spent qualifying leads

**30%**

increase in bookings over a 4-month period

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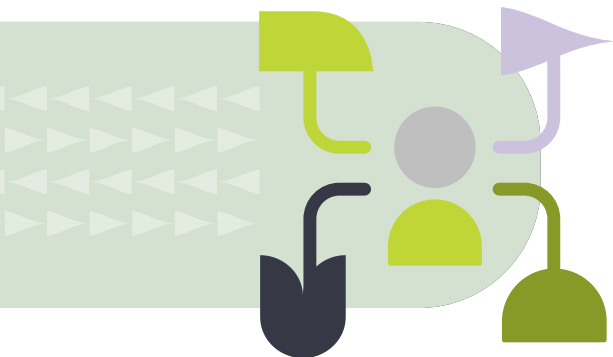
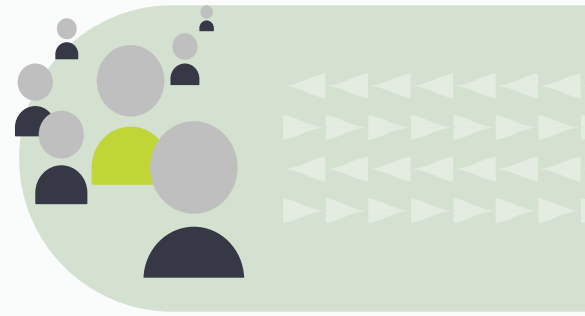
It is like a cheat sheet for people working in sales. I call it my authentic source to extract available information about my prospect leads and industry-related news. This really helped me personalize my outreach and make a human connection while I do my prospecting.”

- Rupesh B, Mid-Market, (51-1000 emp.) - G2 Review

# Smarter selling

## Build your friends list

- Tap into tens of millions of companies and over 100M contact profiles.
- Zero in on the ripest prospects armed with technographic data and buyer intent signals.
- Use your private network to get warm introductions to prospects from people they already know.



## Reach out with relevance

- Skip the generic talk track and tailor your talk track to what's happening in your accounts.
- See when companies are researching products like yours and get your foot in the door before competitors.
- Be alerted to leadership changes, acquisitions, expansions, and other key business drivers.

## Don't miss a thing

- Take Sales Intelligence with you wherever you go with the Demandbase browser extension.
- Get complete contact details, including email addresses, direct and mobile phone numbers, whether you're on LinkedIn or a company's website.
- Sync data directly into your CRM to always have clean, complete data.



**Schedule a customized  
Sales Intelligence  
demo today**

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