



ZoomInfo Sweeps All Six Eligible Categories in TrustRadius' Top Rated Awards for Customer Satisfaction

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ZoomInfo Scores Top Customer Ratings for Sales Intelligence, Intent Data, Conversation Intelligence

VANCOUVER, Wash.--(BUSINESS WIRE)--May 9, 2024-- [ZoomInfo](#) (NASDAQ: ZI), the go-to-market platform to find, acquire, and grow customers, was recognized with TrustRadius Top Rated Awards for customer satisfaction in all six categories for which it was eligible.

More than 1,600 ratings of ZoomInfo products reflect best-in-class customer satisfaction. [ZoomInfo Sales](#) was honored in the Intent Data, Sales Intelligence Software, and Market Intelligence Software categories. The company's conversation intelligence solution, [Chorus](#), repeated as a winner in the Conversation Intelligence, Sales Coaching, and Call Recording categories.

"We deliver market-leading solutions powered by our world-class, proprietary data to give our customers the insights they need to close the right deals," ZoomInfo Founder and CEO Henry Schuck said. "Modern sales is becoming a science, and we built our [recently announced](#) AI-powered GTM solution, ZoomInfo Copilot, based on extensive customer input to enable them to automatically prioritize who, when, and how to engage buyers, from first signal to content creation and engagement."

[TrustRadius' verified users](#) continue to praise ZoomInfo for helping them sell smarter and win faster:

- "We use ZoomInfo Sales not only for our prospecting efforts but also for their intent data and Enrich product for our Salesforce database cleanup/inbound lead enrichment. ZoomInfo Sales helps us get accurate contact data for [our ICP] segments and helps us keep Salesforce clean and up-to-date. We've really liked the combination of intent data, WebSights, Scoops and technology data. This has allowed us to attack key accounts with a ton of knowledge beforehand to tailor our outreach." – *Ryan Edwards, Global SDR Manager at AlgoSec, a mid-market network administration company*
- "I love that ZoomInfo Sales allows you to be specific looking for an actual ideal customer profile (ICP) that matches well with your company. ZoomInfo Sales is very user-friendly, very convenient, and helps to achieve goals and quota, all while looking for companies that fit our ICP. It's an amazing sales platform and very easy to use. The integration with CRMs work very well. I also love the intent tab, which helps to find companies that would be good candidates for our sales team." – *Savannah Lee, a BDR at Corsica Technologies, a cybersecurity and IT services SMB*

"ZoomInfo earning a TrustRadius Top Rated award is a reflection of the high customer satisfaction captured in their reviews," said Allyson Havener, SVP of Marketing & Community at TrustRadius. "ZoomInfo is committed to delivering exceptional sales intelligence solutions that drive tangible business results. We congratulate ZoomInfo on this well-deserved recognition and commend them for their dedication to exceeding customer expectations and empowering sales teams."

Since 2016, the TrustRadius Top Rated Awards have become the B2B's industry standard for unbiased recognition of excellent technology products. Based entirely on customer feedback, they have never been influenced by analyst opinion or status as a TrustRadius customer. Here is a detailed [criteria breakdown](#) of the methodology and scoring that TrustRadius uses to determine TopRated winners.

ZoomInfo is building the AI future of sales through its new AI-powered solution, [ZoomInfo Copilot](#), which turns every seller into your best seller.

About ZoomInfo

ZoomInfo (NASDAQ: ZI) is the trusted go-to-market platform for businesses to find, acquire, and grow their customers. It delivers accurate, real-time data, insights, and technology to more than 35,000 companies worldwide. Businesses use ZoomInfo to increase efficiency, consolidate technology stacks, and align their sales and marketing teams — all in one platform. ZoomInfo is a recognized leader in data privacy, with industry-leading GDPR and CCPA compliance and numerous data security and [privacy certifications](#). For more information about how ZoomInfo can help businesses grow their revenue at scale, please visit www.zoominfo.com.

About TrustRadius

TrustRadius is a buyer intelligence platform for business technology. We enable buyers to make confident decisions, through comprehensive product information, in-depth customer insights, and peer conversations. We help technology brands capture and activate the authentic voice of customers to improve their products, build confidence with prospects, and engage in-market buyers to improve ROI. Founded by successful entrepreneurs and headquartered in the technology hub of Austin, Texas, TrustRadius is backed by Mayfield Fund, LiveOak Venture Partners, and Next Coast Ventures.

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