

Global AI Sales Forecasting Software Market Research Report 2026(Status and Outlook)

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Abstracts

AI sales forecasting software is an intelligent tool that uses artificial intelligence technologies (such as machine learning, deep learning, big data analysis, etc.) to predict future sales trends, customer needs or market performance. It helps companies formulate sales strategies more accurately, optimize inventory management and increase revenue by analyzing historical data, market dynamics and external influencing factors. Simply put, AI sales forecasting software is like a tireless data analyst. It provides insights through the following steps: 1. Data integration: Automatically collects and cleans data from multiple channels, including CRM, marketing campaigns, and social media. 2. Model training: Uses machine learning algorithms to analyze historical data and identify key patterns and factors influencing sales. 3. Automated prediction and iteration: The model continuously learns from new data, automatically outputs predictions, and continuously optimizes accuracy. Based on this foundation, the software creates value for businesses through a series of powerful features: Through lead scoring, AI automatically assesses which prospects are most likely to close, allowing sales teams to prioritize follow-up efforts. Using predictive analytics, the software can predict future sales volumes, changes in customer demand, and even market trends, helping companies formulate informed plans. A personalization engine intelligently customizes sales emails, product recommendations, and pricing strategies based on unique customer behaviors and profiles, significantly improving conversion rates. The software automates repetitive tasks such as data entry, research, and sending follow-up emails, saving sales representatives 20-30% of their time each week. Especially in the retail sector, AI-driven demand forecasting can help companies accurately plan procurement and inventory, and has been proven to effectively increase profits.

The global AI Sales Forecasting Software market size was estimated at USD 2294.0 million in 2025 and is projected to grow at a compound annual growth rate (CAGR) of

7.30% during the forecast period.

This report offers a comprehensive and in-depth analysis of the global AI Sales Forecasting Software market, covering all critical facets from a broad macroeconomic overview to detailed micro-level insights. It examines market size, competitive landscape, emerging development trends, niche segments, key drivers and challenges, as well as conducts SWOT and value chain analyses.

The insights provided enable readers to understand the competitive dynamics within the industry and formulate effective strategies to enhance profitability and market positioning. Additionally, the report presents a clear framework for evaluating the current status and future outlook of business organizations operating in this sector.

A significant focus of this report lies in the competitive landscape of the global AI Sales Forecasting Software market. It offers detailed profiles of major players, including their market shares, performance metrics, product portfolios, and operational status. This enables stakeholders to identify leading competitors and gain a nuanced understanding of market rivalry and structure.

In summary, this report serves as an essential resource for industry participants, investors, researchers, consultants, and business strategists, as well as anyone planning to enter or expand their presence in the AI Sales Forecasting Software market.

Global AI Sales Forecasting Software Market: Market Segmentation Analysis

This research report provides a detailed segmentation of the market by region (country), key manufacturers, product type, and application. Market segmentation divides the overall market into distinct subsets based on factors such as product categories, end-user industries, geographic locations, and other relevant criteria.

A clear understanding of these market segments enables decision-makers to tailor their product development, sales, and marketing strategies more effectively to meet the unique needs of each segment. Leveraging market segmentation insights can significantly enhance targeted approaches, optimize resource allocation, and accelerate product innovation cycles by aligning offerings with the specific demands of diverse customer groups.

Key Company

Aviso
Mediafly (InsightSquared)
Salesforce
Gong.io
Clari
BoostUp.ai
People.ai
Forecastio.ai
Salesloft
Avoma
WeFlow
Upmetrics
Remira
Revenue Grid
Jedox
Creatio
Discern
LivePlan
InsightSquared

Market Segmentation (by Type)

Based on Sales Pipeline
Based on Historical Sales
Others

Market Segmentation (by Application)

Large Enterprises
SMEs

Geographic Segmentation

North America (USA, Canada, Mexico)
Europe (Germany, UK, France, Russia, Italy, Rest of Europe)
Asia-Pacific (China, Japan, South Korea, India, Southeast Asia, Rest of Asia-Pacific)
South America (Brazil, Argentina, Columbia, Rest of South America)
The Middle East and Africa (Saudi Arabia, UAE, Egypt, Nigeria, South Africa, Rest of MEA)

Key Benefits of This Market Research:

Industry drivers, restraints, and opportunities covered in the study
Neutral perspective on the market performance
Recent industry trends and developments
Competitive landscape & strategies of key players
Potential & niche segments and regions exhibiting promising growth covered
Historical, current, and projected market size, in terms of value
In-depth analysis of the AI Sales Forecasting Software Market
Overview of the regional outlook of the AI Sales Forecasting Software Market:

Customization of the Report

In case of any queries or customization requirements, please connect with our sales team, who will ensure that your requirements are met.

Chapter Outline

Chapter 1 mainly introduces the statistical scope of the report, market division standards, and market research methods.

Chapter 2 is an executive summary of different market segments (by region, product type, application, etc), including the market size of each market segment, future development potential, and so on. It offers a high-level view of the current state of the AI Sales Forecasting Software Market and its likely evolution in the short to mid-term, and long term.

Chapter 3 makes a detailed analysis of the market's competitive landscape of the market and provides the market share, capacity, output, price, latest development plan, merger, and acquisition information of the main manufacturers in the market.

Chapter 4 is the analysis of the whole market industrial chain, including the upstream and downstream of the industry, as well as Porter's five forces analysis.

Chapter 5 introduces the latest developments of the market, the driving factors and restrictive factors of the market, the challenges and risks faced by manufacturers in the industry, and the analysis of relevant policies in the industry.

Chapter 6 provides the analysis of various market segments according to product types, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different market segments.

Chapter 7 provides the analysis of various market segments according to application, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different downstream markets.

Chapter 8 provides a quantitative analysis of the market size and development potential of each region and its main countries and introduces the market development, future development prospects, market space, and capacity of each country in the world.

Chapter 9 shares the main producing countries of AI Sales Forecasting Software, their output value, profit level, regional supply, production capacity layout, etc. from the supply side.

Chapter 10 introduces the basic situation of the main companies in the market in detail, including product sales revenue, sales volume, price, gross profit margin, market share, product introduction, recent development, etc.

Chapter 11 provides a quantitative analysis of the market size and development potential of each region in the next five years.

Chapter 12 provides a quantitative analysis of the market size and development potential of each market segment in the next five years.

Chapter 13 is the main points and conclusions of the report.

Key Reasons to Buy this Report:

Access to date statistics compiled by our researchers. These provide you with historical and forecast data, which is analyzed to tell you why your market is set to change

This enables you to anticipate market changes to remain ahead of your competitors

You will be able to copy data from the Excel spreadsheet straight into your marketing plans, business presentations, or other strategic documents

The concise analysis, clear graph, and table format will enable you to pinpoint the information you require quickly

Provision of market value data for each segment and sub-segment

Indicates the region and segment that is expected to witness the fastest growth as well

as to dominate the market

Analysis by geography highlighting the consumption of the product/service in the region as well as indicating the factors that are affecting the market within each region

Competitive landscape which incorporates the market ranking of the major players, along with new service/product launches, partnerships, business expansions, and acquisitions in the past five years of companies profiled

Extensive company profiles comprising of company overview, company insights, product benchmarking, and SWOT analysis for the major market players

The current as well as the future market outlook of the industry concerning recent developments which involve growth opportunities and drivers as well as challenges and restraints of both emerging as well as developed regions

Includes in-depth analysis of the market from various perspectives through Porter's five forces analysis

Provides insight into the market through Value Chain

Market dynamics scenario, along with growth opportunities of the market in the years to come

6-month post-sales analyst support

Customization of the Report

In case of any queries or customization requirements, please connect with our sales team, who will ensure that your requirements are met.

Contents

1 RESEARCH METHODOLOGY AND STATISTICAL SCOPE

1.1 Market Definition and Statistical Scope of AI Sales Forecasting Software

1.2 Key Market Segments

1.2.1 AI Sales Forecasting Software Segment by Type

1.2.2 AI Sales Forecasting Software Segment by Application

1.3 Methodology & Sources of Information

1.3.1 Research Methodology

1.3.2 Research Process

1.3.3 Market Breakdown and Data Triangulation

1.3.4 Base Year

1.3.5 Report Assumptions & Caveats

2 AI SALES FORECASTING SOFTWARE MARKET OVERVIEW

2.1 Global Market Overview

2.2 Market Segment Executive Summary

2.3 Global Market Size by Region

3 AI SALES FORECASTING SOFTWARE MARKET COMPETITIVE LANDSCAPE

3.1 Company Assessment Quadrant

3.2 Global AI Sales Forecasting Software Product Life Cycle

3.3 Global AI Sales Forecasting Software Revenue Market Share by Company (2020-2025)

3.4 AI Sales Forecasting Software Market Share by Company Type (Tier 1, Tier 2, and Tier 3)

3.5 Headquarters, Areas Served, and Product Types of Major Players

3.6 AI Sales Forecasting Software Market Competitive Situation and Trends

3.6.1 AI Sales Forecasting Software Market Concentration Rate

3.6.2 Global 5 and 10 Largest AI Sales Forecasting Software Players Market Share by Revenue

3.6.3 Mergers & Acquisitions, Expansion

4 AI SALES FORECASTING SOFTWARE VALUE CHAIN ANALYSIS

4.1 AI Sales Forecasting Software Value Chain Analysis

- 4.2 Midstream Market Analysis
- 4.3 Downstream Customer Analysis

5 THE DEVELOPMENT AND DYNAMICS OF AI SALES FORECASTING SOFTWARE MARKET

- 5.1 Key Development Trends
- 5.2 Driving Factors
- 5.3 Market Challenges
- 5.4 Industry News
 - 5.4.1 New Product Developments
 - 5.4.2 Mergers & Acquisitions
 - 5.4.3 Expansions
 - 5.4.4 Collaboration/Supply Contracts
- 5.5 PEST Analysis
 - 5.5.1 Industry Policies Analysis
 - 5.5.2 Economic Environment Analysis
 - 5.5.3 Social Environment Analysis
 - 5.5.4 Technological Environment Analysis
- 5.6 Global AI Sales Forecasting Software Market Porter's Five Forces Analysis

6 AI SALES FORECASTING SOFTWARE MARKET SEGMENTATION BY TYPE

- 6.1 Evaluation Matrix of Segment Market Development Potential (Type)
- 6.2 Global AI Sales Forecasting Software Market by Type (2020-2025)
- 6.3 Global AI Sales Forecasting Software Market Size Growth Rate by Type (2021-2025)

7 AI SALES FORECASTING SOFTWARE MARKET SEGMENTATION BY APPLICATION

- 7.1 Evaluation Matrix of Segment Market Development Potential (Application)
- 7.2 Global AI Sales Forecasting Software Market Size (M USD) by Application (2020-2025)
- 7.3 Global AI Sales Forecasting Software Market Size Growth Rate by Application (2021-2025)

8 AI SALES FORECASTING SOFTWARE MARKET SEGMENTATION BY REGION

- 8.1 Global AI Sales Forecasting Software Market Size by Region
 - 8.1.1 Global AI Sales Forecasting Software Market Size by Region
 - 8.1.2 Global AI Sales Forecasting Software Market Size Market Share by Region
- 8.2 North America
 - 8.2.1 North America AI Sales Forecasting Software Market Size by Country
 - 8.2.2 U.S.
 - 8.2.3 Canada
 - 8.2.4 Mexico
- 8.3 Europe
 - 8.3.1 Europe AI Sales Forecasting Software Market Size by Country
 - 8.3.2 Germany
 - 8.3.3 France
 - 8.3.4 U.K.
 - 8.3.5 Italy
 - 8.3.6 Spain
- 8.4 Asia Pacific
 - 8.4.1 Asia Pacific AI Sales Forecasting Software Market Size by Region
 - 8.4.2 China
 - 8.4.3 Japan
 - 8.4.4 South Korea
 - 8.4.5 India
 - 8.4.6 Southeast Asia
- 8.5 South America
 - 8.5.1 South America AI Sales Forecasting Software Market Size by Country
 - 8.5.2 Brazil
 - 8.5.3 Argentina
 - 8.5.4 Columbia
- 8.6 Middle East and Africa
 - 8.6.1 Middle East and Africa AI Sales Forecasting Software Market Size by Region
 - 8.6.2 Saudi Arabia
 - 8.6.3 UAE
 - 8.6.4 Egypt
 - 8.6.5 Nigeria
 - 8.6.6 South Africa

9 KEY COMPANIES PROFILE

- 9.1 Aviso
 - 9.1.1 Aviso Basic Information

- 9.1.2 Aviso AI Sales Forecasting Software Product Overview
- 9.1.3 Aviso AI Sales Forecasting Software Product Market Performance
- 9.1.4 Aviso SWOT Analysis
- 9.1.5 Aviso Business Overview
- 9.1.6 Aviso Recent Developments
- 9.2 Mediafly (InsightSquared)
 - 9.2.1 Mediafly (InsightSquared) Basic Information
 - 9.2.2 Mediafly (InsightSquared) AI Sales Forecasting Software Product Overview
 - 9.2.3 Mediafly (InsightSquared) AI Sales Forecasting Software Product Market Performance
 - 9.2.4 Mediafly (InsightSquared) SWOT Analysis
 - 9.2.5 Mediafly (InsightSquared) Business Overview
 - 9.2.6 Mediafly (InsightSquared) Recent Developments
- 9.3 Salesforce
 - 9.3.1 Salesforce Basic Information
 - 9.3.2 Salesforce AI Sales Forecasting Software Product Overview
 - 9.3.3 Salesforce AI Sales Forecasting Software Product Market Performance
 - 9.3.4 Salesforce SWOT Analysis
 - 9.3.5 Salesforce Business Overview
 - 9.3.6 Salesforce Recent Developments
- 9.4 Gong.io
 - 9.4.1 Gong.io Basic Information
 - 9.4.2 Gong.io AI Sales Forecasting Software Product Overview
 - 9.4.3 Gong.io AI Sales Forecasting Software Product Market Performance
 - 9.4.4 Gong.io Business Overview
 - 9.4.5 Gong.io Recent Developments
- 9.5 Clari
 - 9.5.1 Clari Basic Information
 - 9.5.2 Clari AI Sales Forecasting Software Product Overview
 - 9.5.3 Clari AI Sales Forecasting Software Product Market Performance
 - 9.5.4 Clari Business Overview
 - 9.5.5 Clari Recent Developments
- 9.6 BoostUp.ai
 - 9.6.1 BoostUp.ai Basic Information
 - 9.6.2 BoostUp.ai AI Sales Forecasting Software Product Overview
 - 9.6.3 BoostUp.ai AI Sales Forecasting Software Product Market Performance
 - 9.6.4 BoostUp.ai Business Overview
 - 9.6.5 BoostUp.ai Recent Developments
- 9.7 People.ai

- 9.7.1 People.ai Basic Information
- 9.7.2 People.ai AI Sales Forecasting Software Product Overview
- 9.7.3 People.ai AI Sales Forecasting Software Product Market Performance
- 9.7.4 People.ai Business Overview
- 9.7.5 People.ai Recent Developments
- 9.8 Forecastio.ai
 - 9.8.1 Forecastio.ai Basic Information
 - 9.8.2 Forecastio.ai AI Sales Forecasting Software Product Overview
 - 9.8.3 Forecastio.ai AI Sales Forecasting Software Product Market Performance
 - 9.8.4 Forecastio.ai Business Overview
 - 9.8.5 Forecastio.ai Recent Developments
- 9.9 Salesloft
 - 9.9.1 Salesloft Basic Information
 - 9.9.2 Salesloft AI Sales Forecasting Software Product Overview
 - 9.9.3 Salesloft AI Sales Forecasting Software Product Market Performance
 - 9.9.4 Salesloft Business Overview
 - 9.9.5 Salesloft Recent Developments
- 9.10 Avoma
 - 9.10.1 Avoma Basic Information
 - 9.10.2 Avoma AI Sales Forecasting Software Product Overview
 - 9.10.3 Avoma AI Sales Forecasting Software Product Market Performance
 - 9.10.4 Avoma Business Overview
 - 9.10.5 Avoma Recent Developments
- 9.11 WeFlow
 - 9.11.1 WeFlow Basic Information
 - 9.11.2 WeFlow AI Sales Forecasting Software Product Overview
 - 9.11.3 WeFlow AI Sales Forecasting Software Product Market Performance
 - 9.11.4 WeFlow Business Overview
 - 9.11.5 WeFlow Recent Developments
- 9.12 Upmetrics
 - 9.12.1 Upmetrics Basic Information
 - 9.12.2 Upmetrics AI Sales Forecasting Software Product Overview
 - 9.12.3 Upmetrics AI Sales Forecasting Software Product Market Performance
 - 9.12.4 Upmetrics Business Overview
 - 9.12.5 Upmetrics Recent Developments
- 9.13 Remira
 - 9.13.1 Remira Basic Information
 - 9.13.2 Remira AI Sales Forecasting Software Product Overview
 - 9.13.3 Remira AI Sales Forecasting Software Product Market Performance

- 9.13.4 Remira Business Overview
- 9.13.5 Remira Recent Developments
- 9.14 Revenue Grid
 - 9.14.1 Revenue Grid Basic Information
 - 9.14.2 Revenue Grid AI Sales Forecasting Software Product Overview
 - 9.14.3 Revenue Grid AI Sales Forecasting Software Product Market Performance
 - 9.14.4 Revenue Grid Business Overview
 - 9.14.5 Revenue Grid Recent Developments
- 9.15 Jedox
 - 9.15.1 Jedox Basic Information
 - 9.15.2 Jedox AI Sales Forecasting Software Product Overview
 - 9.15.3 Jedox AI Sales Forecasting Software Product Market Performance
 - 9.15.4 Jedox Business Overview
 - 9.15.5 Jedox Recent Developments
- 9.16 Creatio
 - 9.16.1 Creatio Basic Information
 - 9.16.2 Creatio AI Sales Forecasting Software Product Overview
 - 9.16.3 Creatio AI Sales Forecasting Software Product Market Performance
 - 9.16.4 Creatio Business Overview
 - 9.16.5 Creatio Recent Developments
- 9.17 Discern
 - 9.17.1 Discern Basic Information
 - 9.17.2 Discern AI Sales Forecasting Software Product Overview
 - 9.17.3 Discern AI Sales Forecasting Software Product Market Performance
 - 9.17.4 Discern Business Overview
 - 9.17.5 Discern Recent Developments
- 9.18 LivePlan
 - 9.18.1 LivePlan Basic Information
 - 9.18.2 LivePlan AI Sales Forecasting Software Product Overview
 - 9.18.3 LivePlan AI Sales Forecasting Software Product Market Performance
 - 9.18.4 LivePlan Business Overview
 - 9.18.5 LivePlan Recent Developments
- 9.19 InsightSquared
 - 9.19.1 InsightSquared Basic Information
 - 9.19.2 InsightSquared AI Sales Forecasting Software Product Overview
 - 9.19.3 InsightSquared AI Sales Forecasting Software Product Market Performance
 - 9.19.4 InsightSquared Business Overview
 - 9.19.5 InsightSquared Recent Developments

10 AI SALES FORECASTING SOFTWARE MARKET FORECAST BY REGION

- 10.1 Global AI Sales Forecasting Software Market Size Forecast
- 10.2 Global AI Sales Forecasting Software Market Forecast by Region
 - 10.2.1 North America Market Size Forecast by Country
 - 10.2.2 Europe AI Sales Forecasting Software Market Size Forecast by Country
 - 10.2.3 Asia Pacific AI Sales Forecasting Software Market Size Forecast by Region
 - 10.2.4 South America AI Sales Forecasting Software Market Size Forecast by Country
 - 10.2.5 Middle East and Africa Forecasted Sales of AI Sales Forecasting Software by Country

11 FORECAST MARKET BY TYPE AND BY APPLICATION (2026-2035)

- 11.1 Global AI Sales Forecasting Software Market Forecast by Type (2026-2035)
 - 11.1.1 Global AI Sales Forecasting Software Market Size Forecast by Type (2026-2035)
- 11.2 Global AI Sales Forecasting Software Market Forecast by Application (2026-2035)
 - 11.2.1 Global AI Sales Forecasting Software Market Size (M USD) Forecast by Application (2026-2035)

12 CONCLUSION AND KEY FINDINGS

List Of Tables

LIST OF TABLES

Table 1. Introduction of the Type

Table 2. Introduction of the Application

Table 3. Global AI Sales Forecasting Software Market Size by Type (M USD)

Table 4. Global AI Sales Forecasting Software Market Size by Application

Table 5. AI Sales Forecasting Software Market Size Comparison by Region (M USD)

Table 6. Global AI Sales Forecasting Software Revenue (M USD) by Company
(2020-2025)

Table 7. Global AI Sales Forecasting Software Revenue Share by Company
(2020-2025)

Table 8. Company Type (Tier 1, Tier 2, and Tier 3) & (based on the Revenue in AI
Sales Forecasting Software as of 2025)

Table 9. Headquarters, Areas Served, and Product Types of Major Players

Table 10. Product Type of Major Players

Table 11. Global AI Sales Forecasting Software Company Market Concentration Ratio
(CR5 and HHI)

Table 12. Mergers & Acquisitions, Expansion Plans

Table 13. Midstream Market Analysis

Table 14. Downstream Customer Analysis

Table 15. Key Development Trends

Table 16. Driving Factors

Table 17. AI Sales Forecasting Software Market Challenges

Table 18. Goldman Sachs' forecast real GDP growth rate for 2024-2026

Table 19. S&P Global ' Forecast Real GDP Growth Rate For 2024-2027

Table 20. World Bank ' Forecast Real GDP Growth Rate For 2024-2026

Table 21. Global AI Sales Forecasting Software Market Size by Type (M USD)

Table 22. Global AI Sales Forecasting Software Market Size (M USD) by Type
(2020-2025)

Table 23. Global AI Sales Forecasting Software Market Share by Type (2020-2025)

Table 24. Global AI Sales Forecasting Software Market Size Growth Rate by Type
(2021-2025)

Table 25. Global AI Sales Forecasting Software Market Size by Application

Table 26. Global AI Sales Forecasting Software Market Size by Application (2020-2025)
& (M USD)

Table 27. Global AI Sales Forecasting Software Market Share by Application
(2020-2025)

- Table 28. Global AI Sales Forecasting Software Market Size Growth Rate by Application (2021-2025)
- Table 29. Global AI Sales Forecasting Software Market Size by Region (2020-2025) & (M USD)
- Table 30. Global AI Sales Forecasting Software Market Size Market Share by Region (2020-2025)
- Table 31. North America AI Sales Forecasting Software Market Size by Country (2020-2025) & (M USD)
- Table 32. Europe AI Sales Forecasting Software Market Size by Country (2020-2025) & (M USD)
- Table 33. Asia Pacific AI Sales Forecasting Software Market Size by Region (2020-2025) & (M USD)
- Table 34. South America AI Sales Forecasting Software Market Size by Country (2020-2025) & (M USD)
- Table 35. Middle East and Africa AI Sales Forecasting Software Market Size by Region (2020-2025) & (M USD)
- Table 36. Aviso Basic Information
- Table 37. Aviso AI Sales Forecasting Software Product Overview
- Table 38. Aviso AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 39. Aviso SWOT Analysis
- Table 40. Aviso Business Overview
- Table 41. Aviso Recent Developments
- Table 42. Mediafly (InsightSquared) Basic Information
- Table 43. Mediafly (InsightSquared) AI Sales Forecasting Software Product Overview
- Table 44. Mediafly (InsightSquared) AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 45. Mediafly (InsightSquared) SWOT Analysis
- Table 46. Mediafly (InsightSquared) Business Overview
- Table 47. Mediafly (InsightSquared) Recent Developments
- Table 48. Salesforce Basic Information
- Table 49. Salesforce AI Sales Forecasting Software Product Overview
- Table 50. Salesforce AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 51. Salesforce SWOT Analysis
- Table 52. Salesforce Business Overview
- Table 53. Salesforce Recent Developments
- Table 54. Gong.io Basic Information
- Table 55. Gong.io AI Sales Forecasting Software Product Overview

- Table 56. Gong.io AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 57. Gong.io Business Overview
- Table 58. Gong.io Recent Developments
- Table 59. Clari Basic Information
- Table 60. Clari AI Sales Forecasting Software Product Overview
- Table 61. Clari AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 62. Clari Business Overview
- Table 63. Clari Recent Developments
- Table 64. BoostUp.ai Basic Information
- Table 65. BoostUp.ai AI Sales Forecasting Software Product Overview
- Table 66. BoostUp.ai AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 67. BoostUp.ai Business Overview
- Table 68. BoostUp.ai Recent Developments
- Table 69. People.ai Basic Information
- Table 70. People.ai AI Sales Forecasting Software Product Overview
- Table 71. People.ai AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 72. People.ai Business Overview
- Table 73. People.ai Recent Developments
- Table 74. Forecastio.ai Basic Information
- Table 75. Forecastio.ai AI Sales Forecasting Software Product Overview
- Table 76. Forecastio.ai AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 77. Forecastio.ai Business Overview
- Table 78. Forecastio.ai Recent Developments
- Table 79. Salesloft Basic Information
- Table 80. Salesloft AI Sales Forecasting Software Product Overview
- Table 81. Salesloft AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 82. Salesloft Business Overview
- Table 83. Salesloft Recent Developments
- Table 84. Avoma Basic Information
- Table 85. Avoma AI Sales Forecasting Software Product Overview
- Table 86. Avoma AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)
- Table 87. Avoma Business Overview

Table 88. Avoma Recent Developments

Table 89. WeFlow Basic Information

Table 90. WeFlow AI Sales Forecasting Software Product Overview

Table 91. WeFlow AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 92. WeFlow Business Overview

Table 93. WeFlow Recent Developments

Table 94. Upmetrics Basic Information

Table 95. Upmetrics AI Sales Forecasting Software Product Overview

Table 96. Upmetrics AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 97. Upmetrics Business Overview

Table 98. Upmetrics Recent Developments

Table 99. Remira Basic Information

Table 100. Remira AI Sales Forecasting Software Product Overview

Table 101. Remira AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 102. Remira Business Overview

Table 103. Remira Recent Developments

Table 104. Revenue Grid Basic Information

Table 105. Revenue Grid AI Sales Forecasting Software Product Overview

Table 106. Revenue Grid AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 107. Revenue Grid Business Overview

Table 108. Revenue Grid Recent Developments

Table 109. Jedox Basic Information

Table 110. Jedox AI Sales Forecasting Software Product Overview

Table 111. Jedox AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 112. Jedox Business Overview

Table 113. Jedox Recent Developments

Table 114. Creatio Basic Information

Table 115. Creatio AI Sales Forecasting Software Product Overview

Table 116. Creatio AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 117. Creatio Business Overview

Table 118. Creatio Recent Developments

Table 119. Discern Basic Information

Table 120. Discern AI Sales Forecasting Software Product Overview

Table 121. Discern AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 122. Discern Business Overview

Table 123. Discern Recent Developments

Table 124. LivePlan Basic Information

Table 125. LivePlan AI Sales Forecasting Software Product Overview

Table 126. LivePlan AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 127. LivePlan Business Overview

Table 128. LivePlan Recent Developments

Table 129. InsightSquared Basic Information

Table 130. InsightSquared AI Sales Forecasting Software Product Overview

Table 131. InsightSquared AI Sales Forecasting Software Revenue (M USD) and Gross Margin (2020-2025)

Table 132. InsightSquared Business Overview

Table 133. InsightSquared Recent Developments

Table 134. Global AI Sales Forecasting Software Market Size Forecast by Region (2026-2035) & (M USD)

Table 135. North America AI Sales Forecasting Software Market Size Forecast by Country (2026-2035) & (M USD)

Table 136. Europe AI Sales Forecasting Software Market Size Forecast by Country (2026-2035) & (M USD)

Table 137. Asia Pacific AI Sales Forecasting Software Market Size Forecast by Region (2026-2035) & (M USD)

Table 138. South America AI Sales Forecasting Software Market Size Forecast by Country (2026-2035) & (M USD)

Table 139. Middle East and Africa AI Sales Forecasting Software Market Size Forecast by Country (2026-2035) & (M USD)

Table 140. Global AI Sales Forecasting Software Market Size Forecast by Type (2026-2035) & (M USD)

Table 141. Global AI Sales Forecasting Software Market Size Forecast by Application (2026-2035) & (M USD)

List Of Figures

LIST OF FIGURES

Figure 1. Industry Chain of AI Sales Forecasting Software

Figure 2. Data Triangulation

Figure 3. Key Caveats

Figure 4. Global AI Sales Forecasting Software Market Size (M USD), 2025-2035

Figure 5. Global AI Sales Forecasting Software Market Size (M USD) (2020-2035)

Figure 6. Evaluation Matrix of Segment Market Development Potential (Type)

Figure 7. Evaluation Matrix of Segment Market Development Potential (Application)

Figure 8. Evaluation Matrix of Regional Market Development Potential

Figure 9. AI Sales Forecasting Software Market Size by Country (M USD)

Figure 10. Company Assessment Quadrant

Figure 11. Global AI Sales Forecasting Software Product Life Cycle

Figure 12. Global AI Sales Forecasting Software Revenue Share by Company in 2025

Figure 13. AI Sales Forecasting Software Market Share by Company Type (Tier 1, Tier 2 and Tier 3): 2025

Figure 14. The Global 5 and 10 Largest Players: Market Share by AI Sales Forecasting Software Revenue in 2025

Figure 15. Value Chain Map of AI Sales Forecasting Software

Figure 16. Global AI Sales Forecasting Software Market PEST Analysis

Figure 17. Global AI Sales Forecasting Software Market Porter's Five Forces Analysis

Figure 18. Evaluation Matrix of Segment Market Development Potential (Type)

Figure 19. Global AI Sales Forecasting Software Market Share by Type

Figure 20. Market Share of AI Sales Forecasting Software by Type (2020-2025)

Figure 21. Global AI Sales Forecasting Software Market Size Growth Rate by Type (2021-2025)

Figure 22. Evaluation Matrix of Segment Market Development Potential (Application)

Figure 23. Global AI Sales Forecasting Software Market Share by Application

Figure 24. Global AI Sales Forecasting Software Market Share by Application (2020-2025)

Figure 25. Global AI Sales Forecasting Software Market Share by Application in 2024

Figure 26. Global AI Sales Forecasting Software Market Size Growth Rate by Application (2021-2025)

Figure 27. Global AI Sales Forecasting Software Market Size Market Share by Region (2020-2025)

Figure 28. North America AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 29. North America AI Sales Forecasting Software Market Size Market Share by Country in 2024

Figure 30. U.S. AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 31. Canada AI Sales Forecasting Software Market Size (M USD) and Growth Rate (2020-2025)

Figure 32. Mexico AI Sales Forecasting Software Market Size (M USD) and Growth Rate (2020-2025)

Figure 33. Europe AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 34. Europe AI Sales Forecasting Software Market Share by Country in 2024

Figure 35. Germany AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 36. France AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 37. U.K. AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 38. Italy AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 39. Spain AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 40. Asia Pacific AI Sales Forecasting Software Market Size and Growth Rate (M USD)

Figure 41. Asia Pacific AI Sales Forecasting Software Market Size Market Share by Region in 2024

Figure 42. China AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 43. Japan AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 44. South Korea AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 45. India AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 46. Southeast Asia AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 47. South America AI Sales Forecasting Software Market Size and Growth Rate (M USD)

Figure 48. South America AI Sales Forecasting Software Market Size Market Share by Country in 2024

Figure 49. Brazil AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 50. Argentina AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 51. Columbia AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 52. Middle East and Africa AI Sales Forecasting Software Market Size and Growth Rate (M USD)

Figure 53. Middle East and Africa AI Sales Forecasting Software Market Size Market Share by Region in 2024

Figure 54. Saudi Arabia AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 55. UAE AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 56. Egypt AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 57. Nigeria AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 58. South Africa AI Sales Forecasting Software Market Size and Growth Rate (2020-2025) & (M USD)

Figure 59. Global AI Sales Forecasting Software Market Size Forecast by Value (2020-2035) & (M USD)

Figure 60. Global AI Sales Forecasting Software Market Share Forecast by Type (2026-2035)

Figure 61. Global AI Sales Forecasting Software Market Share Forecast by Application (2026-2035)

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