

Sales Intelligence Market – Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Offering (Software, Service), By Application (Analytics and Reporting, Data Management, Lead Management, Others), By Deployment Mode (Cloud, On-Premises), By Organization Size (SMEs, Large Enterprises), By Vertical (BFSI, IT & Telecom, Retail & E-Commerce, Healthcare, Media & Entertainment, Others), By Region, By Competition, 2018-2028

<https://marketpublishers.com/r/S8951253B541EN.html>

Date: November 2023

Pages: 180

Price: US\$ 4,900.00 (Single User License)

ID: S8951253B541EN

Abstracts

Global Sales Intelligence Market was valued at USD 3.3 Billion in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 12.1% through 2028. The Global Sales Intelligence Market is experiencing significant growth driven by the escalating demand for actionable insights and data-driven decision-making in the business landscape. As businesses strive to gain a competitive advantage, sales intelligence solutions have become indispensable tools. These solutions empower organizations to enhance their sales strategies, optimize customer interactions, and identify potential leads and market trends. The rising adoption of advanced technologies such as artificial intelligence, machine learning, and big data analytics further amplifies the market's expansion. Sales intelligence platforms offer businesses the ability to streamline sales processes, automate tasks, and improve sales team efficiency, ultimately leading to increased revenue and profitability. Moreover, the advent of cloud-based sales intelligence solutions has facilitated easy accessibility and real-time data analysis, fostering the market's growth. Additionally, the globalization of businesses and the need to understand diverse market dynamics and consumer behaviors are propelling the demand for sales intelligence tools on a global scale,

making it a vital component of modern business strategies.

Key Market Drivers

Advancements in Artificial Intelligence and Data Analytics

The Global Sales Intelligence Market is undergoing a transformative phase propelled by rapid advancements in Artificial Intelligence (AI) and Data Analytics. AI algorithms, integrated into sales intelligence platforms, have ushered in a new era of intelligent decision-making. These algorithms not only gather data but also interpret patterns, enabling businesses to make strategic decisions based on actionable insights. For instance, AI-driven predictive analytics help businesses anticipate customer needs and optimize sales strategies. Data Analytics processes vast amounts of sales data, extracting meaningful patterns and trends. By deciphering this data, companies gain valuable insights into customer behavior, market trends, and competitive landscapes. This synergy between AI and Data Analytics fuels innovation, enhances customer engagement, and streamlines sales processes, making them more efficient and responsive to market dynamics. As AI continues to evolve and Data Analytics techniques become more sophisticated, this convergence will drive the Global Sales Intelligence Market into a future where businesses can make data-driven decisions, ensuring sustainable growth and competitive advantage.

Enhanced Sales Process Automation

One of the driving forces behind the surging Global Sales Intelligence Market is the emphasis on enhancing sales process automation. Businesses are increasingly adopting sales intelligence solutions to automate various aspects of their sales processes, from lead generation and customer segmentation to sales forecasting and performance analysis. Sales intelligence platforms utilize advanced algorithms and machine learning to automate repetitive tasks, allowing sales teams to focus on high-value activities such as building relationships and closing deals. These platforms streamline the sales pipeline, ensuring that leads are effectively nurtured, sales activities are optimized, and revenue generation is maximized. By automating mundane tasks, businesses can allocate their resources more efficiently, leading to increased productivity and profitability. The demand for enhanced sales process automation is driving innovation in the Global Sales Intelligence Market, with businesses seeking solutions that not only provide comprehensive data but also automate the analysis and interpretation of this data, empowering sales teams to make informed decisions and achieve their sales targets effectively.

Integration of Big Data and Predictive Analytics

The Global Sales Intelligence Market is witnessing a paradigm shift due to the integration of Big Data and Predictive Analytics technologies. Big Data solutions enable businesses to process and analyze massive volumes of structured and unstructured data, providing valuable insights into customer behavior, market trends, and competitive landscapes. By harnessing the power of Big Data, businesses can identify hidden patterns and correlations within their sales data, enabling them to make data-driven decisions and formulate targeted sales strategies. Predictive Analytics, on the other hand, utilizes historical data and statistical algorithms to forecast future outcomes and trends. In the context of sales intelligence, Predictive Analytics helps businesses anticipate customer needs, identify potential leads, and optimize pricing strategies. The integration of these technologies empowers businesses to stay ahead of market trends, enhance customer engagement, and gain a competitive edge. As businesses recognize the value of data-driven decision-making, the demand for integrated Big Data and Predictive Analytics solutions in the Global Sales Intelligence Market continues to rise, driving innovation and shaping the future of sales strategies worldwide.

Rising Demand for Real-time Sales Insights

A significant driver behind the flourishing Global Sales Intelligence Market is the escalating demand for real-time sales insights. In today's fast-paced business environment, timely and accurate information is crucial for making informed decisions and gaining a competitive advantage. Sales intelligence solutions that offer real-time data analysis and insights enable businesses to monitor sales activities, track customer interactions, and assess market trends in real-time. By having access to up-to-the-minute sales data, businesses can adapt their sales strategies on the fly, respond promptly to changing market conditions, and capitalize on emerging opportunities. Real-time sales insights not only enhance the agility of sales teams but also enable them to provide personalized and responsive customer experiences. As businesses increasingly recognize the importance of real-time data in driving sales performance, the Global Sales Intelligence Market is witnessing a surge in demand for solutions that offer instantaneous and actionable insights, propelling the market's growth and shaping the future of sales analytics.

Key Market Challenges

Integration and Compatibility

The Global Sales Intelligence Market encounters significant hurdles related to integration and compatibility. Sales intelligence solutions, often developed by diverse manufacturers, may operate on different platforms and technologies, leading to interoperability issues. Achieving seamless integration among various sales intelligence tools poses a challenge, hindering businesses from creating cohesive data-driven strategies. The lack of standardized protocols and universal compatibility standards can create complexities, causing frustration for businesses aiming for integrated sales processes. As a consequence, achieving a streamlined, interconnected sales ecosystem becomes difficult, impacting the market's potential for widespread adoption and efficiency.

Data Security and Privacy

Data security and privacy concerns present substantial challenges in the Global Sales Intelligence Market. Sales intelligence platforms gather and process vast amounts of sensitive business data, making them prime targets for cyber threats and breaches. Unauthorized access, data manipulation, or breaches can compromise crucial business information, leading to financial and reputational damage. Addressing these concerns necessitates robust encryption, secure data transmission protocols, and stringent access controls. Moreover, ensuring compliance with data protection regulations, such as GDPR, is crucial. Building trust among businesses and consumers by implementing rigorous security measures and transparent data practices is essential for the market's growth, ensuring that organizations can harness the power of sales intelligence without compromising their sensitive information.

Complex Data Management and Analysis

Managing the complexity of data generated by sales intelligence platforms poses a significant challenge. These platforms generate vast volumes of data that require advanced analytics tools to extract meaningful insights. Businesses struggle to navigate the complexities of data management, from data storage and organization to analysis and interpretation. Ensuring data accuracy, reliability, and relevance while complying with regulations adds layers of complexity. Simplifying these processes through user-friendly analytics tools and intuitive data management solutions is essential. Streamlining these complexities is crucial for businesses to harness the full potential of sales intelligence, enabling them to make informed decisions and gain a competitive edge in the market.

Energy Efficiency and Environmental Sustainability

Energy efficiency and environmental sustainability are critical challenges faced by the Global Sales Intelligence Market. Data centers, which play a vital role in processing and storing sales intelligence data, require significant energy resources. Balancing the need for powerful computing capabilities with energy efficiency is a challenge. Additionally, the production and disposal of electronic components within sales intelligence solutions contribute to electronic waste. Businesses are increasingly pressured to adopt energy-efficient technologies and promote responsible disposal practices. Striking a balance between the functionality of sales intelligence tools and their environmental impact is essential. Implementing eco-friendly designs and encouraging the use of renewable energy sources in data centers are imperative steps to address these challenges, ensuring that the sales intelligence market evolves sustainably.

Navigating Regulatory Compliance

Navigating diverse regulatory landscapes and ensuring compliance with international laws is a substantial challenge for the Global Sales Intelligence Market. Sales intelligence solutions often operate across borders, requiring adherence to varying regulations related to data protection, consumer rights, and cybersecurity. Staying updated with evolving legal requirements demands continuous efforts from industry players. Non-compliance can result in legal repercussions, hampering market growth. Establishing standardized global approaches to sales intelligence regulations and fostering industry self-regulation are vital. Proactive engagement with regulatory bodies and collaborative efforts within the industry are essential to overcome these challenges, creating a conducive environment for sales intelligence innovation while ensuring legal compliance and consumer protection.

Key Market Trends

Advanced Data Integration and Analytics

The Global Sales Intelligence Market is witnessing a transformative shift driven by advanced data integration and analytics. Businesses are increasingly adopting sophisticated tools and technologies to seamlessly integrate diverse datasets, ranging from customer interactions to market trends. Advanced analytics techniques, including machine learning and predictive modeling, empower businesses to extract meaningful insights from vast datasets. This integration enables businesses to make data-driven decisions, optimize sales strategies, and gain a competitive edge. Real-time analytics,

coupled with historical data analysis, provides businesses with a comprehensive view of their sales performance, customer behavior, and market trends. The trend towards advanced data integration and analytics is shaping the future of sales intelligence, enabling businesses to stay ahead in the dynamic market landscape.

Personalization and Customer-Centric Approaches

Personalization has emerged as a key trend in the Global Sales Intelligence Market. Businesses are leveraging advanced algorithms to analyze customer data and preferences, allowing for highly personalized marketing and sales strategies. By understanding individual customer needs and behaviors, businesses can tailor their offerings, communication, and sales approaches. Personalized sales intelligence solutions empower sales teams to engage with customers on a more personal level, enhancing customer satisfaction and loyalty. Customer-centric approaches not only improve sales effectiveness but also foster long-term relationships, driving customer retention and revenue growth. As businesses continue to prioritize personalization, the sales intelligence market is evolving to meet the demand for tailored solutions that cater to individual customer preferences and expectations.

Integration of Augmented Reality (AR) and Virtual Reality (VR)

The integration of Augmented Reality (AR) and Virtual Reality (VR) technologies is reshaping the Global Sales Intelligence Market. Businesses are exploring innovative ways to enhance customer engagement and sales experiences using AR and VR applications. Virtual product demonstrations, interactive sales presentations, and immersive customer experiences are becoming increasingly prevalent. These technologies enable businesses to showcase products and services in a visually engaging manner, allowing customers to make informed purchasing decisions. AR and VR integration in sales intelligence not only enhance customer interactions but also provide valuable data and insights. Businesses can analyze customer interactions within virtual environments, gaining deeper insights into customer preferences and behavior. This trend is revolutionizing the sales landscape, offering businesses unique opportunities to create memorable and impactful sales experiences.

Emphasis on Sustainable Practices and Ethical Sales

Sustainable practices and ethical sales have become prominent trends in the Global Sales Intelligence Market. Businesses are increasingly focusing on ethical sales strategies, transparent communication, and responsible business practices. Ethical

sales intelligence solutions prioritize fairness, honesty, and integrity in sales interactions, ensuring that customers are treated with respect and empathy. Moreover, there is a growing emphasis on sustainable practices, including eco-friendly packaging, responsible sourcing, and reduced carbon footprint. Businesses that align their sales intelligence strategies with sustainable and ethical practices are gaining a competitive advantage. Ethical sales not only enhance brand reputation but also build trust among customers. As environmental consciousness grows, businesses incorporating sustainable practices into their sales intelligence processes are well-positioned to meet customer expectations and contribute to a greener, more responsible future.

Rise of Collaborative Sales Platforms

Collaborative sales platforms have emerged as a significant trend in the Global Sales Intelligence Market. These platforms facilitate seamless collaboration and communication among sales teams, enabling them to work cohesively and share valuable insights in real time. Collaborative sales platforms integrate various sales intelligence tools, customer data, and communication channels, creating a unified environment for sales professionals. Features such as real-time messaging, document sharing, and collaborative analytics empower sales teams to collaborate effectively, leading to improved productivity and sales efficiency. Businesses are recognizing the importance of collaboration in driving sales success and are investing in collaborative sales platforms to enhance team dynamics and decision-making. This trend is reshaping how sales intelligence is utilized, emphasizing the value of teamwork and shared insights in achieving sales targets and fostering business growth.

Segmental Insights

Deployment Mode Insights

The 'Cloud' deployment mode emerged as the dominant segment in the Global Sales Intelligence Market, and its supremacy is anticipated to persist throughout the forecast period. The widespread adoption of cloud-based solutions in the business landscape has been a driving force behind this dominance. Cloud-based Sales Intelligence offers unparalleled advantages, including scalability, flexibility, and accessibility. Businesses, irrespective of their size, are increasingly opting for cloud deployments due to the ease of implementation, cost-effectiveness, and the ability to access real-time data from anywhere in the world. Cloud-based Sales Intelligence solutions facilitate seamless collaboration among geographically dispersed teams, ensuring instant access to vital sales data and analytics. Furthermore, cloud deployments streamline software updates

and maintenance, relieving businesses from the burden of managing complex IT infrastructures. This flexibility and agility align perfectly with the dynamic requirements of modern businesses, empowering them to adapt swiftly to market changes and evolving customer needs. As organizations continue to prioritize efficiency, cost-effectiveness, and real-time accessibility, the Cloud deployment mode is poised to maintain its dominance. Its ability to offer cutting-edge Sales Intelligence tools while minimizing operational complexities ensures its sustained leadership position, making it the preferred choice for businesses aiming to enhance their sales strategies and stay ahead in the competitive market landscape.

Offering Insights

The 'Software' segment asserted its dominance in the Global Sales Intelligence Market and is poised to maintain its leadership throughout the forecast period. The Software segment's prominence is attributed to the pivotal role played by advanced software solutions in empowering businesses with data-driven insights and actionable intelligence. Sales Intelligence Software offers a wide array of features, including data analytics, predictive modeling, customer segmentation, and real-time reporting, enabling businesses to make informed decisions and optimize their sales strategies. These software solutions are designed to handle vast volumes of sales data efficiently, providing valuable insights into customer behavior, market trends, and competitive landscapes. Moreover, the integration of Artificial Intelligence (AI) and machine learning algorithms within Sales Intelligence Software enhances its capabilities, offering businesses predictive analytics, trend analysis, and personalized recommendations. The Software segment's flexibility allows customization according to specific business needs, catering to diverse industry verticals. With businesses increasingly relying on data-driven decision-making, Sales Intelligence Software continues to be in high demand. Its ability to transform raw data into actionable insights, streamline sales processes, and drive revenue growth positions it as the preferred choice for organizations seeking to gain a competitive edge. As the market evolves, the Software segment's innovative solutions and adaptability are expected to maintain its dominance, ensuring businesses have the tools they need to navigate the complexities of the modern sales landscape effectively.

Application Insights

The 'Analytics and Reporting' segment emerged as the dominant force in the Global Sales Intelligence Market, and its reign is anticipated to continue throughout the forecast period. This segment's supremacy can be attributed to the critical role played

by advanced analytics and comprehensive reporting in shaping modern sales strategies. Businesses worldwide are increasingly recognizing the significance of data-driven decision-making, propelling the demand for sophisticated analytics tools. 'Analytics and Reporting' solutions empower businesses to extract actionable insights from vast datasets, enabling them to understand customer behavior, market trends, and sales performance in real-time. These tools provide in-depth analysis, predictive modeling, and trend forecasting, allowing businesses to optimize their sales approaches and enhance overall operational efficiency. Moreover, the integration of Artificial Intelligence (AI) and machine learning algorithms within analytics platforms further amplifies their capabilities, offering businesses predictive analytics and prescriptive recommendations. As companies continue to emphasize data-driven strategies, the Analytics and Reporting segment is poised to maintain its dominance. By enabling businesses to make informed decisions, identify growth opportunities, and assess market dynamics, this segment remains pivotal in shaping the future of the Global Sales Intelligence Market, ensuring its sustained leadership position in the years to come.

Regional Insights

North America emerged as the dominant region in the Global Sales Intelligence Market, a trend expected to persist through the forecast period. The region's dominance can be attributed to several factors, including the presence of a robust technological infrastructure, widespread adoption of advanced analytics, and a large number of tech-savvy businesses. North American countries, particularly the United States and Canada, have a mature market for sales intelligence solutions, with a high concentration of key market players and innovative startups. Moreover, the region's businesses have been quick to embrace data-driven decision-making, recognizing the strategic importance of sales intelligence in gaining a competitive edge. The presence of a well-established IT sector, continuous technological advancements, and a high level of awareness regarding the benefits of sales intelligence solutions have further propelled the market in North America. Additionally, the region boasts a diverse industrial landscape, including finance, healthcare, retail, and technology, all of which heavily rely on sales intelligence tools to optimize their operations. As businesses across sectors continue to prioritize data-driven strategies, North America is expected to maintain its dominance in the Global Sales Intelligence Market. The region's proactive approach towards technology adoption, coupled with a thriving ecosystem of innovative solutions and skilled professionals, positions it as a frontrunner in the global sales intelligence landscape.

Key Market Players

ZoomInfo Technologies Inc.

DiscoverOrg

InsideView

Dun & Bradstreet

LinkedIn Corporation

Clearbit

Lead411

SalesIntel

Adapt.io

UpLead

Apollo.io

Seamless.ai

Gong.io

Report Scope:

In this report, the Global Sales Intelligence Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Sales Intelligence Market, By Offering:

Hardware

Services

Software

Sales Intelligence Market, By Deployment Mode:

Cloud

On-Premises

Sales Intelligence Market, By Application:

Analytics and Reporting

Data Management

Lead Management

Others

Sales Intelligence Market, By Organization Size:

SMEs

Large Enterprises

Sales Intelligence Market, By Vertical:

BFSI

IT & Telecom

Retail & E-Commerce

Healthcare

Media & Entertainment

Others

Sales Intelligence Market, By Region:

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Belgium

Asia-Pacific

China

India

Japan

Australia

South Korea

Indonesia

Vietnam

South America

Brazil

Argentina

Colombia

Chile

Peru

Middle East & Africa

South Africa

Saudi Arabia

UAE

Turkey

Israel

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Global Sales Intelligence Market.

Available Customizations:

Global Sales Intelligence market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to five).

Contents

1. PRODUCT OVERVIEW

- 1.1. Market Definition
- 1.2. Scope of the Market
 - 1.2.1. Markets Covered
 - 1.2.2. Years Considered for Study
 - 1.2.3. Key Market Segmentations

2. RESEARCH METHODOLOGY

- 2.1. Objective of the Study
- 2.2. Baseline Methodology
- 2.3. Formulation of the Scope
- 2.4. Assumptions and Limitations
- 2.5. Sources of Research
 - 2.5.1. Secondary Research
 - 2.5.2. Primary Research
- 2.6. Approach for the Market Study
 - 2.6.1. The Bottom-Up Approach
 - 2.6.2. The Top-Down Approach
- 2.7. Methodology Followed for Calculation of Market Size & Market Shares
- 2.8. Forecasting Methodology
 - 2.8.1. Data Triangulation & Validation

3. EXECUTIVE SUMMARY

4. IMPACT OF COVID-19 ON GLOBAL SALES INTELLIGENCE MARKET

5. VOICE OF CUSTOMER

6. GLOBAL SALES INTELLIGENCE MARKET OVERVIEW

7. GLOBAL SALES INTELLIGENCE MARKET OUTLOOK

7.1. Market Size & Forecast

7.1.1. By Value

7.2. Market Share & Forecast

7.2.1. By Offering (Software, Service)

7.2.2. By Application (Analytics and Reporting, Data Management, Lead Management, Others)

7.2.3. By Deployment Mode (Cloud, On-Premises)

7.2.4. By Organization Size (SMEs, Large Enterprises)

7.2.5. By Vertical (BFSI, IT & Telecom, Retail & E-Commerce, Healthcare, Media & Entertainment, Others)

7.2.6. By Region (North America, Europe, South America, Middle East & Africa, Asia Pacific)

7.3. By Company (2022)

7.4. Market Map

8. NORTH AMERICA SALES INTELLIGENCE MARKET OUTLOOK

8.1. Market Size & Forecast

8.1.1. By Value

8.2. Market Share & Forecast

8.2.1. By Offering

8.2.2. By Application

8.2.3. By Deployment Mode

8.2.4. By Organization Size

8.2.5. By Vertical

8.2.6. By Country

8.3. North America: Country Analysis

8.3.1. United States Sales Intelligence Market Outlook

8.3.1.1. Market Size & Forecast

8.3.1.1.1. By Value

8.3.1.2. Market Share & Forecast

8.3.1.2.1. By Offering

8.3.1.2.2. By Application

8.3.1.2.3. By Deployment Mode

8.3.1.2.4. By Organization Size

8.3.1.2.5. By Vertical

8.3.2. Canada Sales Intelligence Market Outlook

8.3.2.1. Market Size & Forecast

- 8.3.2.1.1. By Value
- 8.3.2.2. Market Share & Forecast
 - 8.3.2.2.1. By Offering
 - 8.3.2.2.2. By Application
 - 8.3.2.2.3. By Deployment Mode
 - 8.3.2.2.4. By Organization Size
 - 8.3.2.2.5. By Vertical Mexico Sales Intelligence Market Outlook
- 8.3.2.3. Market Size & Forecast
 - 8.3.2.3.1. By Value
- 8.3.2.4. Market Share & Forecast
 - 8.3.2.4.1. By Offering
 - 8.3.2.4.2. By Application
 - 8.3.2.4.3. By Deployment Mode
 - 8.3.2.4.4. By Organization Size
 - 8.3.2.4.5. By Vertical Europe Sales Intelligence Market Outlook
- 8.4. Market Size & Forecast
 - 8.4.1. By Value
- 8.5. Market Share & Forecast
 - 8.5.1. By Offering
 - 8.5.2. By Application
 - 8.5.3. By Deployment Mode
 - 8.5.4. By Organization Size
 - 8.5.5. By Vertical By Country
- 8.6. Europe: Country Analysis
 - 8.6.1. Germany Sales Intelligence Market Outlook
 - 8.6.1.1. Market Size & Forecast
 - 8.6.1.1.1. By Value
 - 8.6.1.2. Market Share & Forecast
 - 8.6.1.2.1. By Offering
 - 8.6.1.2.2. By Application
 - 8.6.1.2.3. By Deployment Mode
 - 8.6.1.2.4. By Organization Size
 - 8.6.1.2.5. By Vertical France Sales Intelligence Market Outlook
 - 8.6.1.3. Market Size & Forecast
 - 8.6.1.3.1. By Value
 - 8.6.1.4. Market Share & Forecast
 - 8.6.1.4.1. By Offering
 - 8.6.1.4.2. By Application
 - 8.6.1.4.3. By Deployment Mode

- 8.6.1.4.4. By Organization Size
- 8.6.1.4.5. By Vertical United Kingdom Sales Intelligence Market Outlook
- 8.6.1.5. Market Size & Forecast
 - 8.6.1.5.1. By Value
- 8.6.1.6. Market Share & Forecast
 - 8.6.1.6.1. By Offering
 - 8.6.1.6.2. By Application
 - 8.6.1.6.3. By Deployment Mode
 - 8.6.1.6.4. By Organization Size
 - 8.6.1.6.5. By Vertical Italy Sales Intelligence Market Outlook
- 8.6.1.7. Market Size & Forecast
 - 8.6.1.7.1. By Value
- 8.6.1.8. Market Share & Forecast
 - 8.6.1.8.1. By Offering
 - 8.6.1.8.2. By Application
 - 8.6.1.8.3. By Deployment Mode
 - 8.6.1.8.4. By Organization Size
 - 8.6.1.8.5. By Vertical Spain Sales Intelligence Market Outlook
- 8.6.1.9. Market Size & Forecast
 - 8.6.1.9.1. By Value
- 8.6.1.10. Market Share & Forecast
 - 8.6.1.10.1. By Offering
 - 8.6.1.10.2. By Application
 - 8.6.1.10.3. By Deployment Mode
 - 8.6.1.10.4. By Organization Size
 - 8.6.1.10.5. By Vertical Belgium Sales Intelligence Market Outlook
- 8.6.1.11. Market Size & Forecast
 - 8.6.1.11.1. By Value
- 8.6.1.12. Market Share & Forecast
 - 8.6.1.12.1. By Offering
 - 8.6.1.12.2. By Application
 - 8.6.1.12.3. By Deployment Mode
 - 8.6.1.12.4. By Organization Size
 - 8.6.1.12.5. By Vertical South America Sales Intelligence Market Outlook
- 8.7. Market Size & Forecast
 - 8.7.1. By Value
- 8.8. Market Share & Forecast
 - 8.8.1. By Offering
 - 8.8.2. By Application

- 8.8.3. By Deployment Mode
- 8.8.4. By Organization Size
- 8.8.5. By Vertical By Country
- 8.9. South America: Country Analysis
 - 8.9.1. Brazil Sales Intelligence Market Outlook
 - 8.9.1.1. Market Size & Forecast
 - 8.9.1.1.1. By Value
 - 8.9.1.2. Market Share & Forecast
 - 8.9.1.2.1. By Offering
 - 8.9.1.2.2. By Application
 - 8.9.1.2.3. By Deployment Mode
 - 8.9.1.2.4. By Organization Size
 - 8.9.1.2.5. By Vertical Colombia Sales Intelligence Market Outlook
 - 8.9.1.3. Market Size & Forecast
 - 8.9.1.3.1. By Value
 - 8.9.1.4. Market Share & Forecast
 - 8.9.1.4.1. By Offering
 - 8.9.1.4.2. By Application
 - 8.9.1.4.3. By Deployment Mode
 - 8.9.1.4.4. By Organization Size
 - 8.9.1.4.5. By Vertical Argentina Sales Intelligence Market Outlook
 - 8.9.1.5. Market Size & Forecast
 - 8.9.1.5.1. By Value
 - 8.9.1.6. Market Share & Forecast
 - 8.9.1.6.1. By Offering
 - 8.9.1.6.2. By Application
 - 8.9.1.6.3. By Deployment Mode
 - 8.9.1.6.4. By Organization Size
 - 8.9.1.6.5. By Vertical Chile Sales Intelligence Market Outlook
 - 8.9.1.7. Market Size & Forecast
 - 8.9.1.7.1. By Value
 - 8.9.1.8. Market Share & Forecast
 - 8.9.1.8.1. By Offering
 - 8.9.1.8.2. By Application
 - 8.9.1.8.3. By Deployment Mode
 - 8.9.1.8.4. By Organization Size
 - 8.9.1.8.5. By Vertical Peru Sales Intelligence Market Outlook
 - 8.9.1.9. Market Size & Forecast
 - 8.9.1.9.1. By Value

- 8.9.1.10. Market Share & Forecast
 - 8.9.1.10.1. By Offering
 - 8.9.1.10.2. By Application
 - 8.9.1.10.3. By Deployment Mode
 - 8.9.1.10.4. By Organization Size
 - 8.9.1.10.5. By Vertical Middle East & Africa Sales Intelligence Market Outlook
- 8.10. Market Size & Forecast
 - 8.10.1. By Value
- 8.11. Market Share & Forecast
 - 8.11.1. By Offering
 - 8.11.2. By Application
 - 8.11.3. By Deployment Mode
 - 8.11.4. By Organization Size
 - 8.11.5. By Vertical By Country
- 8.12. Middle East & Africa: Country Analysis
 - 8.12.1. Saudi Arabia Sales Intelligence Market Outlook
 - 8.12.1.1. Market Size & Forecast
 - 8.12.1.1.1. By Value
 - 8.12.1.2. Market Share & Forecast
 - 8.12.1.2.1. By Offering
 - 8.12.1.2.2. By Application
 - 8.12.1.2.3. By Deployment Mode
 - 8.12.1.2.4. By Organization Size
 - 8.12.1.2.5. By Vertical UAE Sales Intelligence Market Outlook
 - 8.12.1.3. Market Size & Forecast
 - 8.12.1.3.1. By Value
 - 8.12.1.4. Market Share & Forecast
 - 8.12.1.4.1. By Offering
 - 8.12.1.4.2. By Application
 - 8.12.1.4.3. By Deployment Mode
 - 8.12.1.4.4. By Organization Size
 - 8.12.1.4.5. By Vertical South Africa Sales Intelligence Market Outlook
 - 8.12.1.5. Market Size & Forecast
 - 8.12.1.5.1. By Value
 - 8.12.1.6. Market Share & Forecast
 - 8.12.1.6.1. By Offering
 - 8.12.1.6.2. By Application
 - 8.12.1.6.3. By Deployment Mode
 - 8.12.1.6.4. By Organization Size

- 8.12.1.6.5. By Vertical Turkey Sales Intelligence Market Outlook
- 8.12.1.7. Market Size & Forecast
 - 8.12.1.7.1. By Value
- 8.12.1.8. Market Share & Forecast
 - 8.12.1.8.1. By Offering
 - 8.12.1.8.2. By Application
 - 8.12.1.8.3. By Deployment Mode
 - 8.12.1.8.4. By Organization Size
 - 8.12.1.8.5. By Vertical Israel Sales Intelligence Market Outlook
- 8.12.1.9. Market Size & Forecast
 - 8.12.1.9.1. By Value
- 8.12.1.10. Market Share & Forecast
 - 8.12.1.10.1. By Offering
 - 8.12.1.10.2. By Application
 - 8.12.1.10.3. By Deployment Mode
 - 8.12.1.10.4. By Organization Size
 - 8.12.1.10.5. By Vertical Asia Pacific Sales Intelligence Market Outlook
- 8.13. Market Size & Forecast
 - 8.13.1. By Offering
 - 8.13.2. By Application
 - 8.13.3. By Deployment Mode
 - 8.13.4. By Organization Size
 - 8.13.5. By Vertical By Country
- 8.14. Asia-Pacific: Country Analysis
 - 8.14.1. China Sales Intelligence Market Outlook
 - 8.14.1.1. Market Size & Forecast
 - 8.14.1.1.1. By Value
 - 8.14.1.2. Market Share & Forecast
 - 8.14.1.2.1. By Offering
 - 8.14.1.2.2. By Application
 - 8.14.1.2.3. By Deployment Mode
 - 8.14.1.2.4. By Organization Size
 - 8.14.1.2.5. By Vertical India Sales Intelligence Market Outlook
 - 8.14.1.3. Market Size & Forecast
 - 8.14.1.3.1. By Value
 - 8.14.1.4. Market Share & Forecast
 - 8.14.1.4.1. By Offering
 - 8.14.1.4.2. By Application
 - 8.14.1.4.3. By Deployment Mode

- 8.14.1.4.4. By Organization Size
- 8.14.1.4.5. By Vertical Japan Sales Intelligence Market Outlook
- 8.14.1.5. Market Size & Forecast
 - 8.14.1.5.1. By Value
- 8.14.1.6. Market Share & Forecast
 - 8.14.1.6.1. By Offering
 - 8.14.1.6.2. By Application
 - 8.14.1.6.3. By Deployment Mode
 - 8.14.1.6.4. By Organization Size
 - 8.14.1.6.5. By Vertical South Korea Sales Intelligence Market Outlook
- 8.14.1.7. Market Size & Forecast
 - 8.14.1.7.1. By Value
- 8.14.1.8. Market Share & Forecast
 - 8.14.1.8.1. By Offering
 - 8.14.1.8.2. By Application
 - 8.14.1.8.3. By Deployment Mode
 - 8.14.1.8.4. By Organization Size
 - 8.14.1.8.5. By Vertical Australia Sales Intelligence Market Outlook
- 8.14.1.9. Market Size & Forecast
 - 8.14.1.9.1. By Value
- 8.14.1.10. Market Share & Forecast
 - 8.14.1.10.1. By Offering
 - 8.14.1.10.2. By Application
 - 8.14.1.10.3. By Deployment Mode
 - 8.14.1.10.4. By Organization Size
 - 8.14.1.10.5. By Vertical Indonesia Sales Intelligence Market Outlook
- 8.14.1.11. Market Size & Forecast
 - 8.14.1.11.1. By Value
- 8.14.1.12. Market Share & Forecast
 - 8.14.1.12.1. By Offering
 - 8.14.1.12.2. By Application
 - 8.14.1.12.3. By Deployment Mode
 - 8.14.1.12.4. By Organization Size
 - 8.14.1.12.5. By Vertical Vietnam Sales Intelligence Market Outlook
- 8.14.1.13. Market Size & Forecast
 - 8.14.1.13.1. By Value
- 8.14.1.14. Market Share & Forecast
 - 8.14.1.14.1. By Offering
 - 8.14.1.14.2. By Application

- 8.14.1.14.3. By Deployment Mode
- 8.14.1.14.4. By Organization Size
- 8.14.1.14.5. By Vertical Market Dynamics

8.15. Drivers

8.16. Challenges

9. MARKET TRENDS AND DEVELOPMENTS

10. COMPANY PROFILES

10.1. ZoomInfo Technologies Inc.

- 10.1.1. Business Overview
- 10.1.2. Key Revenue and Financials
- 10.1.3. Recent Developments
- 10.1.4. Key Personnel/Key Contact Person
- 10.1.5. Key Product/Services Offered

10.2. DiscoverOrg

- 10.2.1. Business Overview
- 10.2.2. Key Revenue and Financials
- 10.2.3. Recent Developments
- 10.2.4. Key Personnel/Key Contact Person
- 10.2.5. Key Product/Services Offered

10.3. InsideView

- 10.3.1. Business Overview
- 10.3.2. Key Revenue and Financials
- 10.3.3. Recent Developments
- 10.3.4. Key Personnel/Key Contact Person
- 10.3.5. Key Product/Services Offered

10.4. Dun & Bradstreet

- 10.4.1. Business Overview
- 10.4.2. Key Revenue and Financials
- 10.4.3. Recent Developments
- 10.4.4. Key Personnel/Key Contact Person
- 10.4.5. Key Product/Services Offered

10.5. LinkedIn Corporation

- 10.5.1. Business Overview
- 10.5.2. Key Revenue and Financials
- 10.5.3. Recent Developments

- 10.5.4. Key Personnel/Key Contact Person
- 10.5.5. Key Product/Services Offered
- 10.6. Clearbit
 - 10.6.1. Business Overview
 - 10.6.2. Key Revenue and Financials
 - 10.6.3. Recent Developments
 - 10.6.4. Key Personnel/Key Contact Person
 - 10.6.5. Key Product/Services Offered
- 10.7. Lead411
 - 10.7.1. Business Overview
 - 10.7.2. Key Revenue and Financials
 - 10.7.3. Recent Developments
 - 10.7.4. Key Personnel/Key Contact Person
 - 10.7.5. Key Product/Services Offered
- 10.8. SalesIntel
 - 10.8.1. Business Overview
 - 10.8.2. Key Revenue and Financials
 - 10.8.3. Recent Developments
 - 10.8.4. Key Personnel/Key Contact Person
 - 10.8.5. Key Product/Services Offered
- 10.9. Adapt.io
 - 10.9.1. Business Overview
 - 10.9.2. Key Revenue and Financials
 - 10.9.3. Recent Developments
 - 10.9.4. Key Personnel/Key Contact Person
 - 10.9.5. Key Product/Services Offered
- 10.10. UpLead
 - 10.10.1. Business Overview
 - 10.10.2. Key Revenue and Financials
 - 10.10.3. Recent Developments
 - 10.10.4. Key Personnel/Key Contact Person
 - 10.10.5. Key Product/Services Offered
- 10.11. Apollo.io
 - 10.11.1. Business Overview
 - 10.11.2. Key Revenue and Financials
 - 10.11.3. Recent Developments
 - 10.11.4. Key Personnel/Key Contact Person
 - 10.11.5. Key Product/Services Offered
- 10.12. Seamless.ai

- 10.12.1. Business Overview
- 10.12.2. Key Revenue and Financials
- 10.12.3. Recent Developments
- 10.12.4. Key Personnel/Key Contact Person
- 10.12.5. Key Product/Services Offered
- 10.13. Gong.io
 - 10.13.1. Business Overview
 - 10.13.2. Key Revenue and Financials
 - 10.13.3. Recent Developments
 - 10.13.4. Key Personnel/Key Contact Person
 - 10.13.5. Key Product/Services Offered

11. STRATEGIC RECOMMENDATIONS

12. ABOUT US & DISCLAIMER

I would like to order

Product name: Sales Intelligence Market – Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Offering (Software, Service), By Application (Analytics and Reporting, Data Management, Lead Management, Others), By Deployment Mode (Cloud, On-Premises), By Organization Size (SMEs, Large Enterprises), By Vertical (BFSI, IT & Telecom, Retail & E-Commerce, Healthcare, Media & Entertainment, Others), By Region, By Competition, 2018-2028

Product link: <https://marketpublishers.com/r/S8951253B541EN.html>

Price: US\$ 4,900.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/S8951253B541EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:
Last name:
Email:
Company:
Address:
City:
Zip code:
Country:
Tel:
Fax:
Your message:

****All fields are required**

Customer signature _____

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms

& Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below
and fax the completed form to +44 20 7900 3970