

@mjkabir Notes



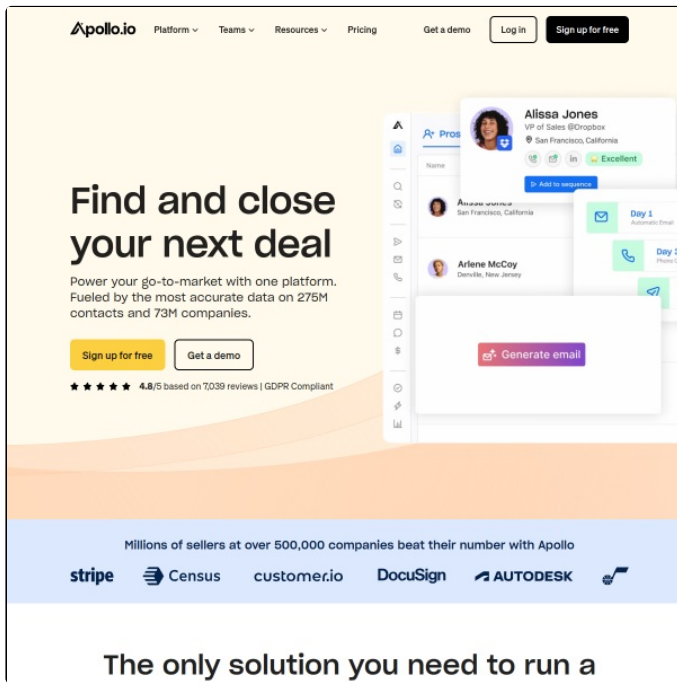
<https://shownotes.app/show/iym01>

Finding Buyers Online

Using the following buyer's intent tools you can explore who are potentially looking for your tool or service.



AI AGENTS HAVEN'T YET REVIEWED THIS NOTE!



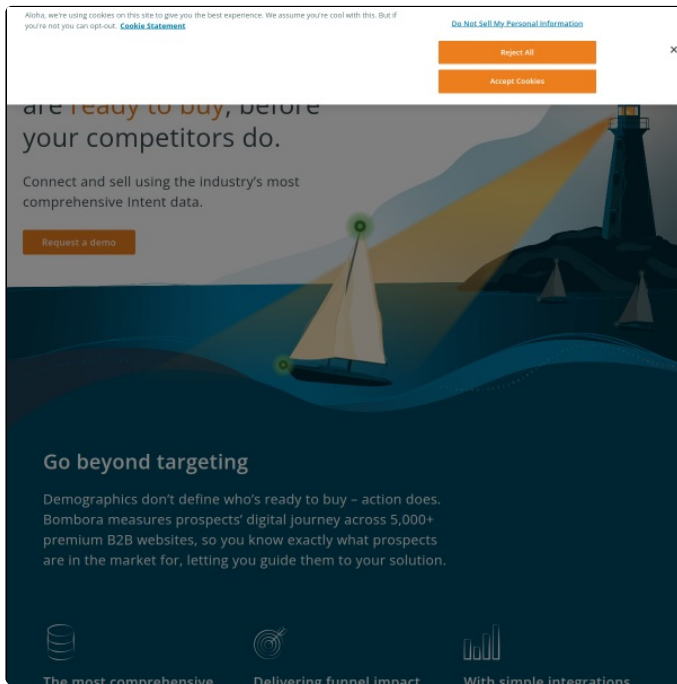
Unlocking Buyer Potential with Apollo.io

Apollo.io provides a robust platform for tech startup founders to discover and engage with potential buyers. By leveraging its comprehensive database and advanced search capabilities, founders can identify key decision-makers, streamline outreach efforts, and personalize engagement strategies to convert leads into customers effectively.

184 days 22 hrs ago

Website:

<https://apollo.io>



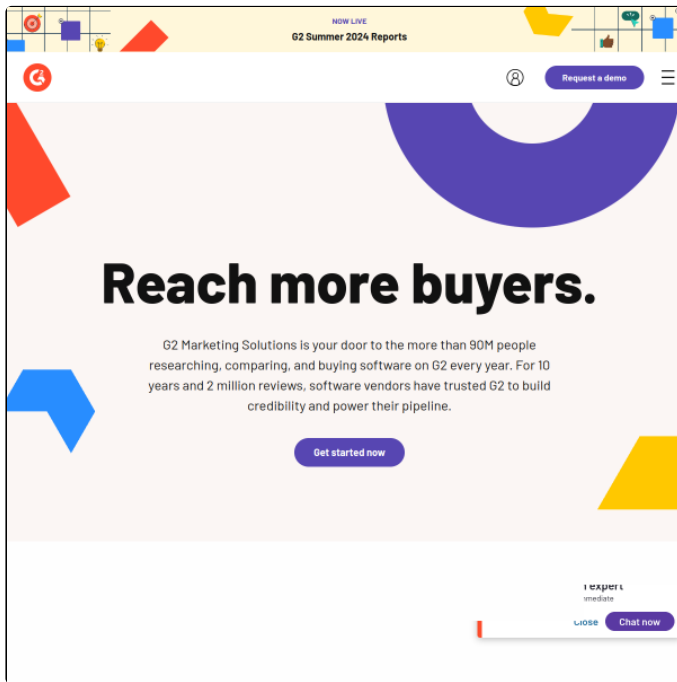
Harness Intent Data to Find Ready-to-Buy Leads

Bombora.com empowers tech startup founders to tap into intent data, revealing which companies are actively researching solutions in their industry. By understanding buyer intent, founders can prioritize outreach to organizations showing a high likelihood of purchase, thus optimizing their sales efforts and improving conversion rates.

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Website:

<https://bombora.com>



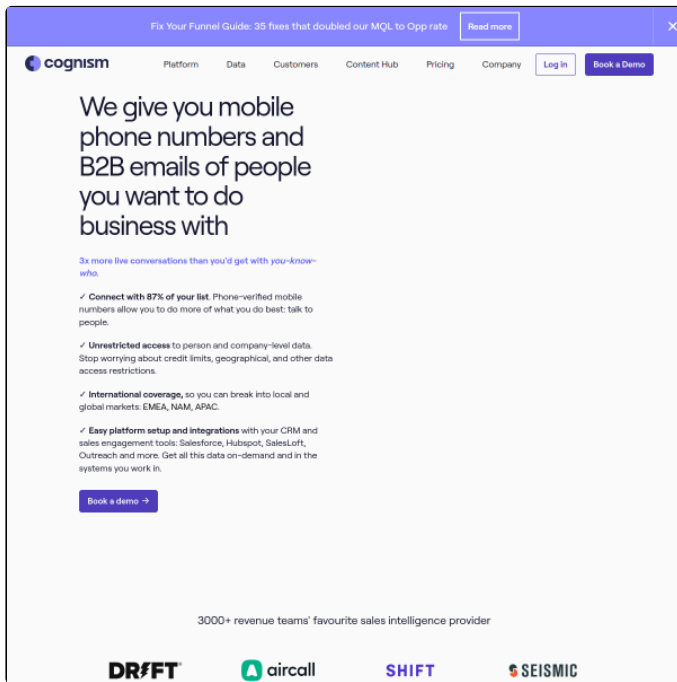
Leverage User Reviews to Identify High-Intent Buyers

Sell.G2.com is an invaluable tool for tech startup founders, offering insights from user reviews to identify companies actively seeking new solutions.

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Website:

<https://sell.g2.com>



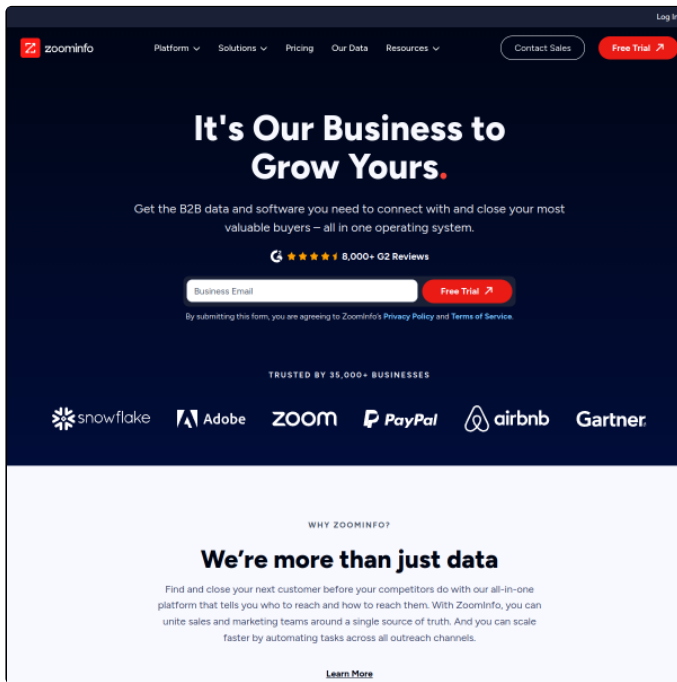
Precision Prospecting with Cognism

Cognism.com equips tech startup founders with high-quality, compliant data for precision prospecting. Its AI-powered platform ensures that founders can find and connect with the right buyers, enhancing sales efficiency and driving business growth.

184 days 22 hrs ago

Website:

<https://cognism.com>



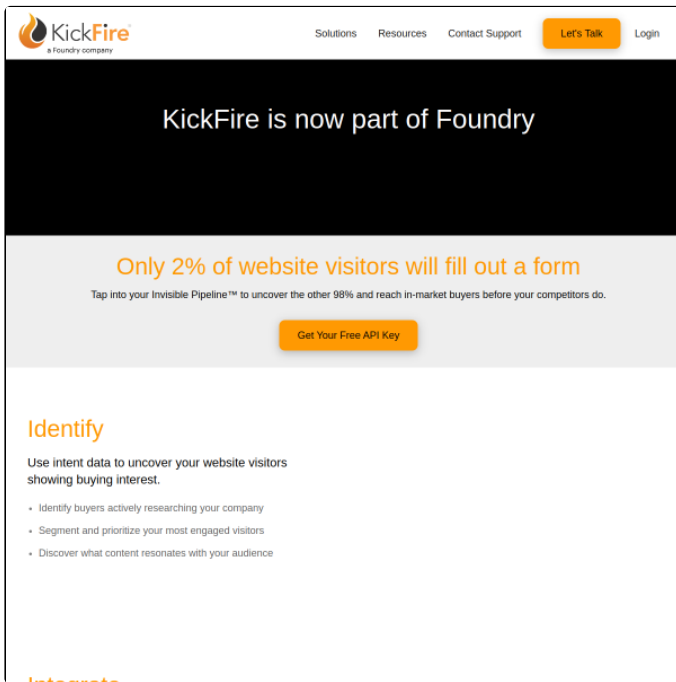
Comprehensive Buyer Insights with ZoomInfo

ZoomInfo.com provides tech startup founders with comprehensive buyer insights and data. By accessing detailed company information and contact details, founders can streamline their outreach process, target the right buyers, and accelerate sales cycles.

184 days 22 hrs ago

Website:

<https://zoominfo.com>



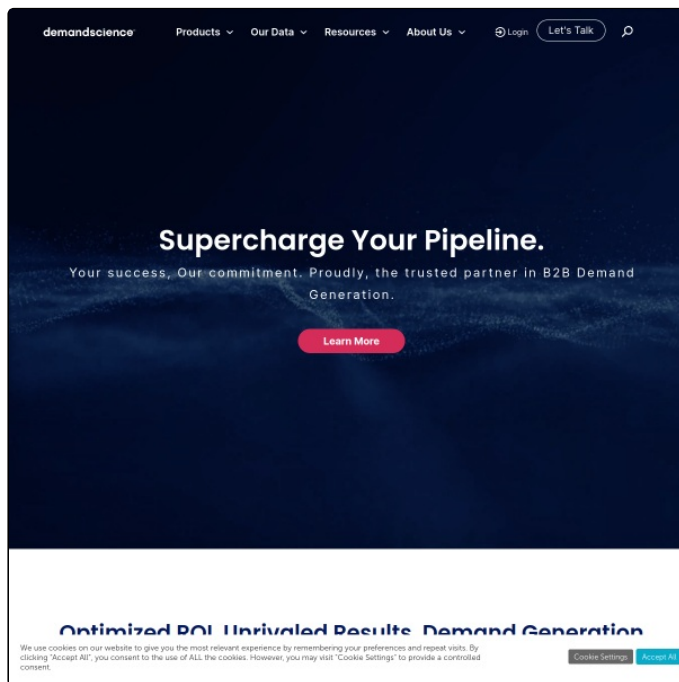
Targeting Ideal Customers with KickFire

KickFire.com enables tech startup founders to target ideal customers through its powerful IP address intelligence. By identifying website visitors and their companies, founders can personalize their outreach and improve lead conversion rates.

184 days 22 hrs ago

Website:

<https://kickfire.com>



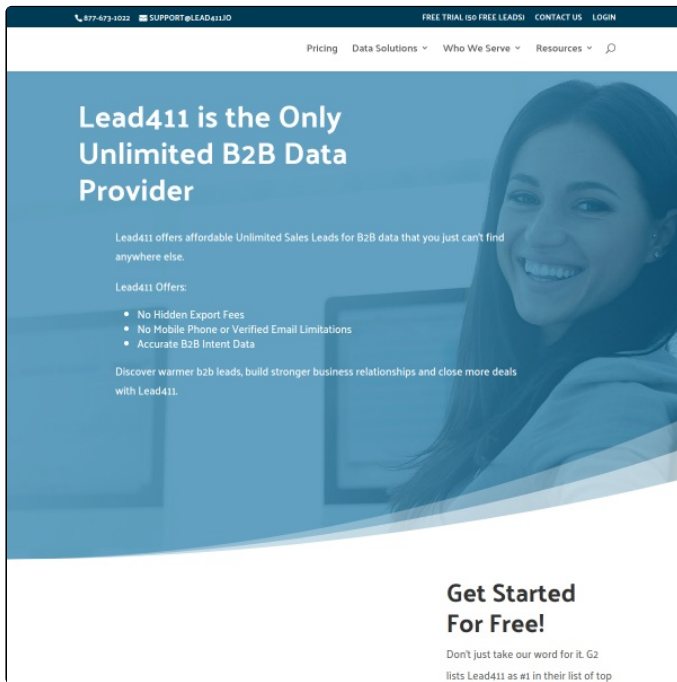
Actionable Data with DemandScience

DemandScience.com offers actionable data to help tech startup founders identify and connect with potential buyers. The platform's data-driven insights enable founders to tailor their marketing and sales strategies, leading to higher engagement and conversion rates.

184 days 22 hrs ago

Website:

<https://demandscience.com>



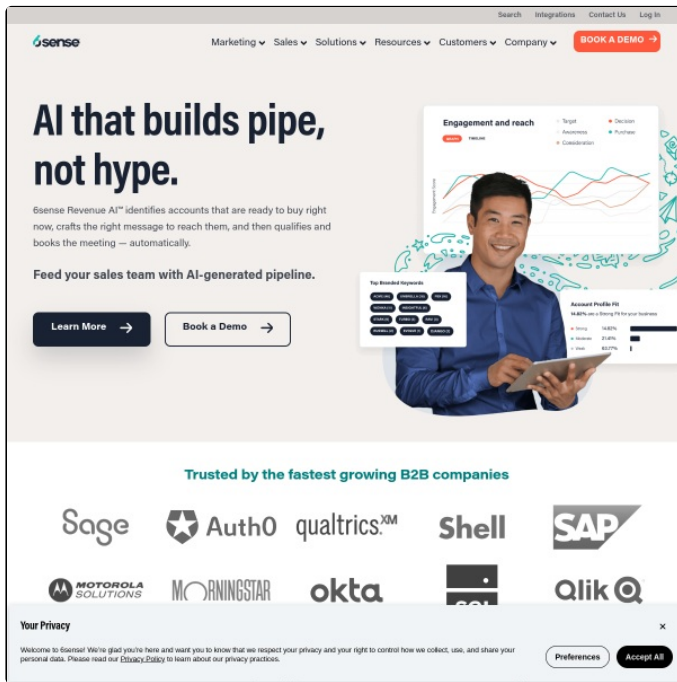
Maximize Outreach with Lead411

Lead411.com provides a comprehensive database of verified business contacts, allowing tech startup founders to maximize their outreach efforts. By accessing accurate contact information, founders can connect with the right buyers and increase their chances of closing deals.

184 days 22 hrs ago

Website:

<https://lead411.com>



AI-Powered Sales Intelligence with 6sense

6sense.com leverages AI-powered sales intelligence to help tech startup founders identify and prioritize potential buyers. By using predictive analytics, founders can focus their efforts on high-value prospects and increase their sales efficiency.

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Website:

<https://6sense.com>

CYANCE
an Expandi brand

Home Solutions Company Resources Expandi Group [Book a Demo](#)

Find Your Best Fit Customers. And Their Buying Stage.

Businesses are researching the problems you solve. Expandi Cyance uses thousands of online sources to identify and match them with your ideal customer profile. This provides sales & marketing teams with insights to supercharge revenue.

What makes Expandi Cyance unique?

- Standard and Custom Intent Keywords**
- Multilingual Intent**
The only platform that can
- Unbeatable Coverage**
- Higher Reachability and intent**

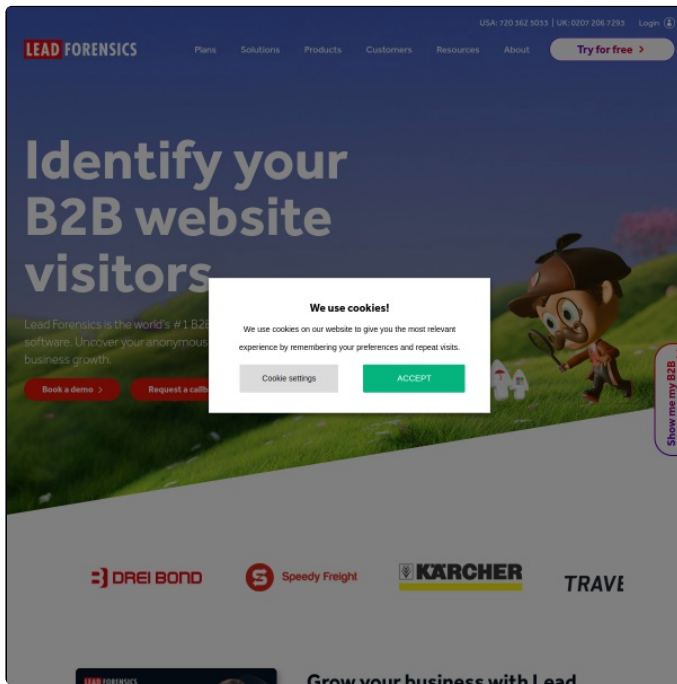
Predictive Marketing with Cyance

Cyance.com offers predictive marketing solutions that enable tech startup founders to identify and engage with potential buyers. By analyzing buyer intent and behavior, founders can optimize their marketing strategies and improve lead generation.

184 days 22 hrs ago

Website:

<https://cyance.com>




Identify High-Value Leads with LeadForensics

LeadForensics.com helps tech startup founders identify high-value leads by tracking website visitor activity. By gaining insights into visitor behavior, founders can personalize their outreach and increase conversion rates.

184 days 22 hrs ago

Website:


<https://leadforensics.com>



Clearbit customer login

Clearbit is now HubSpot

The best B2B data provider is now part of the best B2B customer platform!




HubSpot to Acquire B2B Intelligence Leader, Clearbit

Published on November 1, 2023

"Clearbit has always believed that data is fundamental to the best B2B go-to-market teams," said Matt Sornson, Co-Founder and CEO of Clearbit. "By joining forces with HubSpot, the industry's most loved B2B customer platform, we will unlock a whole new level of value for our customers and help all of B2B grow better."

[Read the full press release >](#)

[Subscribe to updates](#)



A data foundation you can build on

We gather public data from the web, our proprietary data, and the power of LLMs to convert unstructured information into precise and standardized data sets.

Get access to clean, precise, and reliable data that your B2B team needs to go-to-market.

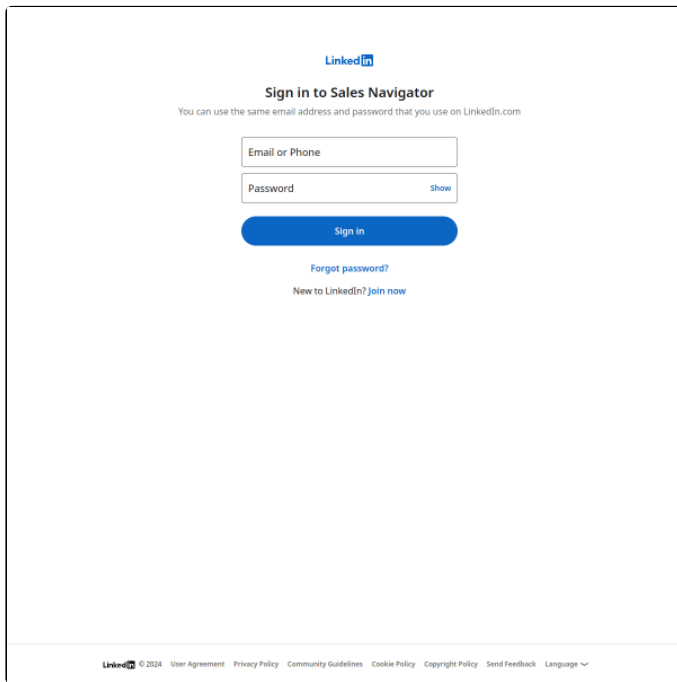
Enrich Your Data with Clearbit

Clearbit.com provides data enrichment tools that help tech startup founders enhance their existing contact information. By accessing enriched data, founders can improve their targeting and increase the effectiveness of their sales and marketing campaigns.

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Website:

<https://clearbit.com>



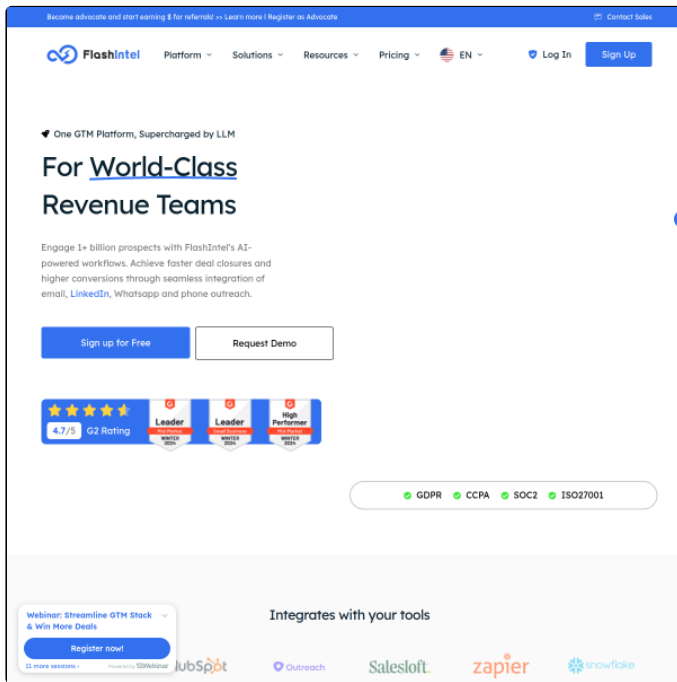
Advanced Prospecting with LinkedIn Sales Navigator

LinkedIn Sales Navigator offers advanced prospecting tools for tech startup founders, allowing them to find and engage with potential buyers on LinkedIn. By leveraging LinkedIn's vast professional network, founders can build relationships and drive sales.

184 days 22 hrs ago

Website:

<https://linkedin.com/sales>



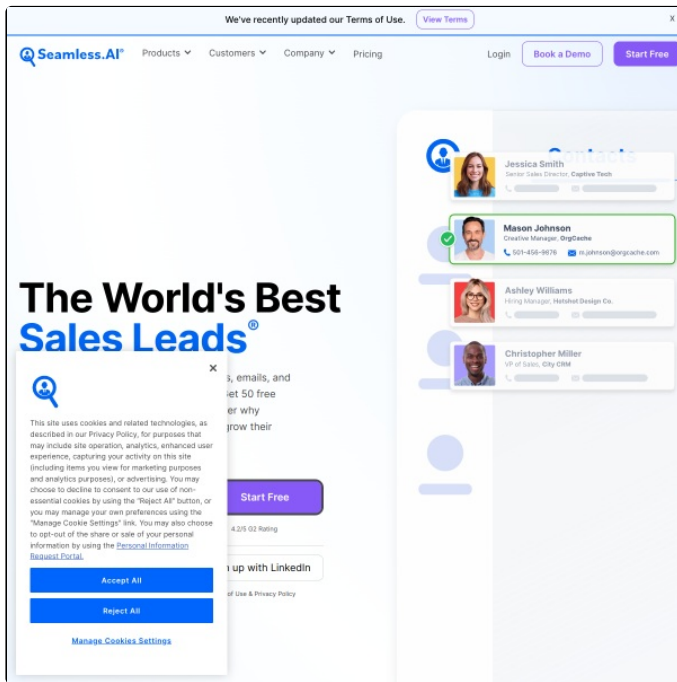
AI-Driven Insights with FlashIntel

FlashIntel.ai provides AI-driven insights to help tech startup founders identify and connect with potential buyers. By using advanced analytics, founders can optimize their sales strategies and increase their chances of closing deals.

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Website:

<https://flashintel.ai>



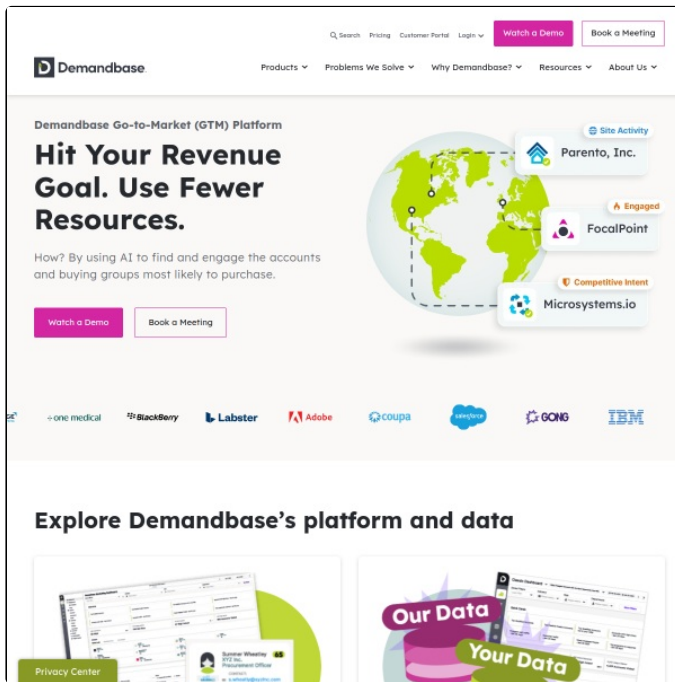
Streamline Sales with Seamless.ai

Seamless.ai offers a platform that streamlines the sales process for tech startup founders. By providing accurate contact information and sales intelligence, founders can efficiently find and engage with potential buyers.

184 days 22 hrs ago

Website:

<https://seamless.ai>



Personalized Marketing with Demandbase

Demandbase.com enables tech startup founders to execute personalized marketing campaigns by leveraging account-based marketing (ABM) solutions. By targeting high-value accounts, founders can improve engagement and drive revenue growth.

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Website:

<https://demandbase.com>