Sales-Quality Leads

Accelerate pipeline with TechTarget’s High-Quality Leads™

Arm sales with the contacts and the intelligence to influence the deal

TechTarget’s High-Quality Leads connect sales reps with early-stage prospects who have relevant technology challenges—and a confirmed need to solve them. With High-Quality Leads, your sellers can quickly identify emerging opportunities, get into deals earlier, and increase your chances of making the shortlist.

Save time prospecting with High-Quality Leads

- Researching technologies in your market
- Directly confirmed a challenge and need that you can solve
- Exposed to your content on the TechTarget network
- Triple verified contact data
  - Valid phone number
  - Valid corporate email address
  - Confirmed to work at the organization

Why are High-Quality Leads better than the average lead?

- They’re more responsive: Triple verification eliminates bad phone numbers and bounced emails.
- They’re pre-qualified: We’ve already identified a need, so that you can prioritize your outreach.
- They’re more likely to convert: Directly verified buyer intent insights on tech challenges and desired outcomes help to spark interest, inform discovery and improve conversion.

90% of buyers consider multiple solutions before moving to vendor selection. Ensure you’re considered with TechTarget High-Quality Leads.

Source: TechTarget Identity Pulse Survey

To learn more, email us at SalesQualityLeads@techtarget.com or contact your TechTarget sales representative today.

About TechTarget
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