

Tools For Prospecting & Lead Generation

Contact & Company Data Enrichment

www.apollo.io

Find and verify B2B emails, phone numbers, and company insights.

www.zoominfo.com

Extensive B2B contact and company database for lead generation.

www.lusha.com

Enrich lead data with verified contact details.

www.clearbit.com

Real-time data enrichment for companies and contacts.

www.uplead.com

Contact database with high email deliverability.

www.seamless.ai

AI-driven sales prospecting with verified data.

www.rocketreach.co

Contact lookup for professionals and companies.



LinkedIn Prospecting & Automation

www.linkedin.com/sales/solutions/sales-navigator

Advanced search and lead tracking.

www.waalaxy.com

LinkedIn and email outreach automation.

www.expandi.io

Safe LinkedIn automation for personalized messaging.

www.dux-soup.com

LinkedIn automation tool for connection requests and follow-ups.

www.phantombuster.com

Automate LinkedIn scraping and messaging.

www.zopto.com

Cloud-based LinkedIn automation for outbound sales.

www.texau.com

LinkedIn scraping and outreach automation.



Cold Email Outreach & Personalization

www.lemlist.com

Cold email automation with personalized images and videos.

www.instantly.ai

Unlimited email sending with AI-driven inbox rotation.

www.mailshake.com

Cold email outreach and follow-up automation.

www.reply.io

Multi-channel outreach with email sequences.

www.woodpecker.co

AI-based email outreach with smart follow-ups.

www.gmass.co

Gmail-based cold email automation with tracking.

www.smartlead.ai

AI-powered email warm-up and automation.



Email Finding & Verification

www.hunter.io

Find and verify professional emails.

www.snov.io

Email finder, verifier, and automation.

www.neverbounce.com

Email validation to prevent bounces.

www.briteverify.com

Instant email verification tool.

www.zerobounce.net

Email validation with data enrichment.



CRM & Pipeline Management

www.hubspot.com/products/crm

Free CRM with sales pipeline tracking.

www.pipedrive.com

Visual sales pipeline and CRM for B2B.

www.salesforce.com

Enterprise CRM with advanced automation.

www.zoho.com/crm

Affordable CRM with AI-driven insights.

www.close.com

CRM designed for inside sales teams.

www.copper.com

Google Workspace-integrated CRM.



AI-Powered Sales Intelligence

www.clay.com

AI-driven prospecting and data enrichment.

www.humantic.ai

AI-powered personality insights for sales.

www.seamless.ai

AI-driven lead generation and contact search.

www.drift.com

AI-powered chatbots and conversational marketing.



Lead Capture & Website Visitor Identification

www.leadfeeder.com

Identifies anonymous website visitors.

www.albacross.com

Tracks website visitors and provides company info.

www.clearbit.com/reveal

Matches anonymous traffic to companies.

www.snitcher.com

Tracks and identifies website visitors.



B2B Data Scraping & Enrichment

www.scrapy.org

Python-based web scraping framework.

www.dataminer.io

Chrome extension for web scraping.

www.octoparse.com

No-code web scraping tool.

www.import.io

Converts website data into structured formats.

www.webharvy.com

Point-and-click web scraping software.



B2B Lead Databases & Directories

www.cognism.com

GDPR-compliant B2B contact database.

www.slintel.com

B2B intent data for sales prospecting.

www.adapt.io

B2B contact and company intelligence.

www.uplead.com

Verified emails and direct dials for sales teams.



Call & SMS Outreach

www.aircall.io

Cloud-based phone system for sales teams.

www.kixie.com

AI-powered sales calling and texting.

www.justcall.io

VoIP phone system for sales and support.

www.ringcentral.com

Cloud-based business communication.



AI-Powered Email & LinkedIn Personalization

www.crystalknows.com

Personality AI for personalized outreach.

www.lavender.ai

AI-powered cold email writing and optimization.

www.regie.ai

AI-driven email copy generation and personalization.

Social Selling & Engagement

www.hootsuite.com

Social media scheduling and engagement.

www.buffer.com

Social media automation and analytics.

www.sproutsocial.com

Social listening and lead engagement.

www.brand24.com

Monitors brand mentions and online reputation.



Appointment Scheduling & Meeting Automation

www.calendly.com

Easy scheduling tool for booking meetings.

www.chilipiper.com

B2B appointment booking and lead routing.

www.youcanbook.me

Simple calendar-based scheduling tool.

www.savvyca.com

Smart scheduling for sales meetings.



Proposal & Contract Management

www.pandadoc.com

Document automation for proposals and contracts.

www.proposify.com

Online proposal software with tracking.

www.docuSign.com

Electronic signatures and contract management.

www.betterproposals.io

Custom proposal templates with analytics.



Marketing Automation & Lead Nurturing

www.activecampaign.com

Email marketing and automation.

www.keap.com

CRM with automation for small businesses.

www.hubspot.com/products/marketing

Marketing automation tools.

www.marketo.com

Enterprise-level marketing automation.

www.outfunnel.com

Connects marketing automation with sales.



Sales Enablement & AI-Powered Insights

www.gong.io

AI-powered conversation analytics.

www.chorus.ai

Sales call and email intelligence.

www.trywingman.com

AI-driven sales coaching and call analytics.

B2B Community & Networking

www.revgenius.com

Community for sales and marketing professionals.

www.joinpavilion.com

Executive network for revenue leaders.

www.modernsaleshq.com

Community for B2B sales professionals.



Cold Calling & Voice AI

www.salesloft.com

Cold calling, email, and sales engagement.

www.outreach.io

AI-driven cold outreach and sales automation.

www.insidesales.com

AI-powered predictive sales engagement.

Competitive Intelligence & Market Research

www.similarweb.com

Competitive intelligence for website traffic.

www.owler.com

Company news, funding, and competitor insights.

www.crayon.co

Competitive analysis and market intelligence.

www.builtwith.com

Tracks website technologies and tools.



Virtual Business Cards & Networking

www.mobilocard.com

NFC-enabled smart business cards.

www.hihello.me

Digital business cards and networking.

Payment Processing & Invoicing

www.stripe.com

Online payments and invoicing.

www.squareup.com

POS and invoicing solution.

www.paypal.com/invoicing

Simple online payments and invoicing.