

Freshsales

CRM

22 of 150 valid answers

14.7% named; Wilson 95% interval 9.9% to 21.2%. Observed answers on stated dates, not a ranking.

ChatGPT	Claude	Perplexity	Google AI Overviews	Google AI Mode
0 of 30	8 of 30	9 of 30	2 of 30	3 of 30

BY BUYER QUESTION

Other vendors listed have a higher observed count on that question. Up to three are shown; the dated record has the full checked set.

Exact question	Named	Other vendors named
What is the best CRM for a growing B2B sales team?	0 of 15	HubSpot CRM (15/15); Pipedrive (15/15); Salesforce Sales Cloud (14/15)
Which CRM is best for managing a complex sales pipeline?	3 of 15	HubSpot CRM (15/15); Salesforce Sales Cloud (15/15); Pipedrive (11/15)
What are the top CRM tools for a mid-market company?	6 of 15	HubSpot CRM (15/15); Microsoft Dynamics 365 (15/15); Salesforce Sales Cloud (15/15)
What are good alternatives to a traditional CRM?	2 of 15	Pipedrive (7/15); Salesforce Sales Cloud (5/15); HubSpot CRM (4/15)
Which CRM options work well for a small sales team that is scaling?	4 of 15	Zoho CRM (15/15); HubSpot CRM (14/15); Pipedrive (14/15)
What CRM should a revenue team consider when replacing spreadsheets?	4 of 15	HubSpot CRM (15/15); Pipedrive (15/15); Salesforce Sales Cloud (10/15)
How do the main CRM platforms compare for reporting and forecasting?	3 of 15	HubSpot CRM (15/15); Salesforce Sales Cloud (15/15); Zoho CRM (15/15)
Which CRM approach is better for a team with multiple sales motions?	0 of 15	Salesforce Sales Cloud (13/15); HubSpot CRM (11/15); Pipedrive (9/15)
What should a buyer evaluate in a CRM?	0 of 15	Salesforce Sales Cloud (3/15)
How can a sales team use a CRM to improve handoffs and follow-up?	0 of 15	HubSpot CRM (9/15); Salesforce Sales Cloud (9/15); Pipedrive (3/15)

Vendor domain citations: 0 of 150 valid answers. The release does not supply a cited-domain list.

Release 2026-09, version 2026-09.1. Answer capture: 2026-09-22. Published 2026-09-23.

DOI 10.5281/zenodo.22907695

[View the dated record](#)

[Claim this record: free by DNS](#)

Index Verified means domain control, not endorsement or ranking. No payment changes any number.

Get the Category Audit, \$490

[Index Brief with page review, \\$190](#)

[Fix Sprint, \\$2,900: Category Exclusive](#)

[Check your category](#)

ChatGPT, Claude, Perplexity, Google AI Overviews and Google AI Mode. Findings within 48 hours of your category confirmation.