

HubSpot CRM

CRM

113 of 150 valid answers

75.3% named; Wilson 95% interval 67.9% to 81.5%. Observed answers on stated dates, not a ranking.

ChatGPT	Claude	Perplexity	Google AI Overviews	Google AI Mode
24 of 30	24 of 30	22 of 30	20 of 30	23 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?	15 of 15	None with a higher count
Which CRM is best for managing a complex sales pipeline?	15 of 15	None with a higher count
What are the top CRM tools for a mid-market company?	15 of 15	None with a higher count
What are good alternatives to a traditional CRM?	4 of 15	Pipedrive (7/15); Salesforce Sales Cloud (5/15)
Which CRM options work well for a small sales team that is scaling?	14 of 15	Zoho CRM (15/15)
What CRM should a revenue team consider when replacing spreadsheets?	15 of 15	None with a higher count
How do the main CRM platforms compare for reporting and forecasting?	15 of 15	None with a higher count
Which CRM approach is better for a team with multiple sales motions?	11 of 15	Salesforce Sales Cloud (13/15)
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?	9 of 15	None with a higher count

Vendor domain citations: 34 of 150 valid answers. academy.hubspot.com, blog.hubspot.com, hubspot.com, knowledge.hubspot.com

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