

# Salesforce Sales Cloud

CRM

109 of 150 valid answers

72.7% named; Wilson 95% interval 65.0% to 79.2%. Observed answers on stated dates, not a ranking.

| ChatGPT  | Claude   | Perplexity | Google AI Overviews | Google AI Mode |
|----------|----------|------------|---------------------|----------------|
| 21 of 30 | 24 of 30 | 22 of 30   | 20 of 30            | 22 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?                   | 14 of 15 | HubSpot CRM (15/15); Pipedrive (15/15)                   |
| 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?                     | 5 of 15  | Pipedrive (7/15)                                         |
| Which CRM options work well for a small sales team that is scaling?  | 10 of 15 | Zoho CRM (15/15); HubSpot CRM (14/15); Pipedrive (14/15) |
| What CRM should a revenue team consider when replacing spreadsheets? | 10 of 15 | HubSpot CRM (15/15); Pipedrive (15/15)                   |
| 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? | 13 of 15 | None with a higher count                                 |
| What should a buyer evaluate in a CRM?                               | 3 of 15  | None with a higher count                                 |
| 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: 37 of 150 valid answers. architect.salesforce.com, help.salesforce.com, resources.docs.salesforce.com, salesforce.com, trailhead.salesforce.com

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