

Zoho CRM

CRM

73 of 150 valid answers

48.7% named; Wilson 95% interval 40.8% to 56.6%. Observed answers on stated dates, not a ranking.

ChatGPT	Claude	Perplexity	Google AI Overviews	Google AI Mode
15 of 30	18 of 30	12 of 30	13 of 30	15 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?	8 of 15	HubSpot CRM (15/15); Pipedrive (15/15); Salesforce Sales Cloud (14/15)
Which CRM is best for managing a complex sales pipeline?	8 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?	13 of 15	HubSpot CRM (15/15); Microsoft Dynamics 365 (15/15); Salesforce Sales Cloud (15/15)
What are good alternatives to a traditional CRM?	3 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?	15 of 15	None with a higher count
What CRM should a revenue team consider when replacing spreadsheets?	9 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?	15 of 15	None with a higher count
Which CRM approach is better for a team with multiple sales motions?	2 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: 23 of 150 valid answers. help.zoho.com, zoho.com
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.