

Sales Rep Knowledge Center

Arm sales people with all of the relevant, insightful data they need for effective pre-call planning, solution recommendations, and account management in one central location – accessible anywhere, anytime, from any device. Provide quick access to critical company, contact, industry, news, and social intelligence to help your sales reps become trusted business advisors.

Example Workflow



- 1** Sales reps in the field log into their portal from any global location
- 2** By connecting to D&B Direct, arm your sales force with the latest detailed insight on more than 225M companies
- 3** Receive alerts on company changes and announcements that might impact relationships
- 4** Evolve the sales reps into true business advisors

Recommended D&B Direct Products for Sales Rep Knowledge Center

Search & Build-a-List: Company

Find the right companies to quickly fill your prospect pipeline. Search for a list of companies that best match your criteria, including target industry, size, and geography.

People ● ▲

Use D&B's industry leading contact database to identify professionals who match your target criteria. Get segmentation and contact data to analyze opportunity and conduct effective sales and marketing campaigns.

Search & Build-a-List: Contacts

Find new business and identify sales leads by building a list of professional contacts (and their affiliated companies) using your own search criteria and the largest business contact database.

Research (Industry)

Gain direct access to industry insight, analysis, statistics, and forecasts to help your team engage key prospects and deepen existing customer relationships. Find critical information on more than 900 industry segments.

Detailed Company Profile ■ ▲

Enrich your records with detailed data on more than 225 million companies. The D&B database allows you to deliver more precise insight to support new and existing account decisions.

News & Social Media

Know you're getting the most recent news and social media updates about a company. DUNS numbers ensure you're receiving updates from the correct social media channels tied to that particular company.

■ Available in Standard, Enhanced and Premium

● Available in Standard and Enhanced

▲ Monitoring services available