



## ZoomInfo Hires Andrew Riesenfeld as Senior Vice President of Business Development

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*Veteran Silicon Valley SaaS Advisor and Investor Will Lead the Company's Sales Development and Sales Enablement Functions*

VANCOUVER, Wash.--(BUSINESS WIRE)--Sep. 20, 2022-- [ZoomInfo](#) (NASDAQ: ZI), a global leader in modern go-to-market software, data, and intelligence, today announced it has hired Andrew Riesenfeld as Senior Vice President of Business Development.

Riesenfeld will lead the sales development and sales enablement teams, and prioritize redefining ZoomInfo's go-to-market processes, playbooks, and training programs to drive continued scale and success.

"I'm thrilled to welcome Andrew as we continue to expand our go-to-market platform and grow as an organization," said Henry Schuck, ZoomInfo Founder and CEO. "Over my career, I've had the opportunity to meet some of the best SaaS sales leaders in the world. Three years ago, when I met Andrew, I knew immediately that his skills and abilities were unique and best-in-class. There are few SaaS industry leaders who are as well-connected, well-respected, and well-versed as Andrew. His expertise will have an immediate and long lasting impact on ZoomInfo."

"As a ZoomInfo customer, I've seen firsthand the material gains in efficiency and effectiveness from the industry's leading go-to-market platform," said Riesenfeld. "Since its IPO, ZoomInfo has become the go-to software for high-quality data and intelligence for orchestrating workflows across sales, marketing, operations, and recruiting channels. I am both humbled and excited to help our customers hit their number and our employees to be difference makers."

Riesenfeld brings more than a decade of SaaS leadership experience. He joins ZoomInfo from DocuSign, where he served as Vice President of Go-To-Market Operations and Productivity. He helped scale the company from \$200 million to \$2.5 billion in revenue, which included the company's IPO. Prior to DocuSign, Riesenfeld helped lead two other SaaS companies – Responsys and Heighten – to acquisitions by Oracle and LinkedIn Microsoft, respectively.

ZoomInfo's integrated sales, marketing and recruiting software and intelligence helps businesses target, engage, and convert their ideal companies and prospects. For more information about ZoomInfo, please visit [ZoomInfo.com](#).

### About ZoomInfo

ZoomInfo (NASDAQ: ZI) is a leader in modern go-to-market software, data, and intelligence for more than 30,000 companies worldwide. ZoomInfo's revenue operating system, RevOS, empowers business-to-business sales, marketing, operations, and recruiting professionals to hit their number by pairing best-in-class technology with [unrivaled data coverage](#), accuracy, and depth of company and contact information. With [integrations](#) embedded into workflows and technology stacks, including the leading CRM, [Sales Engagement](#), Marketing Automation, and Talent Management applications, ZoomInfo drives more predictable, accelerated, and sustainable growth for its customers. ZoomInfo emphasizes [GDPR and CCPA compliance](#). In addition to creating the industry's first proactive notice program, the company is a registered data broker with the states of California and Vermont. Read about ZoomInfo's commitment to [compliance, privacy, and security](#). For more information about ZoomInfo's leading go-to-market software, data, and intelligence, and how they help sales, marketing, operations, and recruiting professionals, please visit [www.zoominfo.com](#).

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