



ZoomInfo Recognizes 100 Most Influential Sales, Marketing, and Talent Professionals in the U.S.

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Executives From Microsoft, Delta Air Lines, Adobe, and Verizon Selected From More Than 15 Million Eligible Leaders

VANCOUVER, Wash.--(BUSINESS WIRE)--Mar. 2, 2023-- [ZoomInfo](#) (NASDAQ: ZI), the go-to-market platform to find, acquire, and grow customers, today announced the inaugural ZoomInfo Awards, which recognize the Most Influential Professionals in Sales, Marketing, and Talent across the U.S.

Honorees were selected from more than 15 million eligible leaders based on their prominence among industry peers and their company's prestige. The honorees are scattered across 30 states and represent 278 companies, from industries including telecommunications, insurance, software, airlines, pro sports, and food & beverage.

"The ZoomInfo awards honor the most in-demand business professionals across the country," ZoomInfo Founder and CEO Henry Schuck said. "It's exciting to finally share these insights with the broader business community. Congratulations to all of the honorees."

The same best-in-class company and contact data that powers sales, marketing, and recruiting teams also sits at the heart of these competitive lists. ZoomInfo used a weighted formula centered around the tens of millions of profile views that its platform users and the general internet-browsing public consume each month. It then augmented those rankings by factoring in several attributes of each professional's company – such as revenue, headcount, and social media following – to produce the final rankings.

Here are the top 10 honorees from each of the inaugural lists of the 100 Most Influential Professionals across three key business verticals:

	Most Influential Sales Professionals	Company
1	Alex Sheikh, Chief Revenue Officer	Momentum Solar
2	Clay Cocalis, Chief Revenue Officer	Exterro
3	Steve Travaglini, Chief Revenue Officer	LinkSquares
4	Brian Germain, Chief Revenue Officer	Motive
5	Michael Cook, Senior Vice President, Sales and Cofounder	Runwise
6	Michael Fiacco, Chief Revenue Officer	Windstream Enterprise
7	Brian McCarthy, Chief Revenue Officer	Rubrik
8	Tim Birkmeier, President & Chief Revenue Officer	Rocket Mortgage
9	Mark Kosoglow, Chief Revenue Officer	Catalyst Software
10	Patrick Gillihan, Chief Revenue Officer	Transportation One
	Full Ranking of the Top 100 Most Influential Sales Professionals	

	Most Influential Marketing Professionals	Company
1	Sharon Peters, Executive Vice President, Chief Marketing Officer	Charter Communications
2	Tim Mapes, Senior VP & Chief Marketing and Communications Officer	Delta Air Lines
3	Guy Arama, Chief Marketing Officer	GreyOrange
4	Eric Hanson, Chief Marketing Officer	OneSpan
5	Kellyn Kenny, Chief Marketing & Growth Officer	AT&T
6	Linh Peters, Senior VP & Chief Marketing Officer	Walgreens
7	Molly Battin, Senior VP & Chief Marketing Officer	The Home Depot
8	Jamie Domenici, Chief Marketing Officer	GoTo
9	Diego Scotti, Executive VP & Chief Marketing Officer	Verizon
10	Courtland Madock, Chief Marketing Officer	BrightSpeed
	Full Ranking of the Top 100 Most Influential Marketing Professionals	

	Most Influential Talent Professionals	Company
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1	Paul Marchand, Executive VP & Chief Human Resources Officer	Charter Communications
2	Kety Duron, Chief Human Resources Officer	Phoenix Children's Hospital
3	Darrell Ford, Executive VP & Chief Human Resources Officer	UPS
4	Donna Morris, Executive VP & Chief People Officer	Walmart
5	Angi Calkins, Chief Human Resources Officer	PCI Pharma Services
6	Allison Blackwell, Chief Human Resources Officer	Cue Health
7	Sreeni Kutam, Chief Human Resources Officer	ADP
8	Nickle LaMoreaux, Senior VP & Chief Human Resources Officer	IBM
9	Brandon Parise, Chief Human Resources Officer	Progress Residential
10	Nicolette Sherman, Chief Human Resources Officer	Certara
	Full Ranking of the Top 100 Most Influential Talent Professionals	

About the ZoomInfo Awards for Most Influential Professionals

The ZoomInfo Awards recognize the nation's 100 Most Influential Professionals in three key business verticals: Sales, Marketing, and Talent. The rankings reflect a leader's prominence among their peers, as well as their company's prestige, revenue, employee headcount, and social media presence. The ZoomInfo Awards are not pay-for-play and there is no application or submission process; honorees were selected based on merit.

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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