

LAS VEGAS, NV, February 26, 2014 **/24-7PressRelease/** -- DiscoverOrg, a leading provider of information technology sales and marketing intelligence tools used by top IT vendors, was presented Friday night with a Bronze Stevie Award in the New Marketing Solution category at the eighth annual Stevie Awards for Sales & Customer Service.

The Stevie Awards for Sales & Customer Service are the world's top sales awards, contact center awards and customer service awards. The Stevie Awards organizes several of the world's leading business awards shows including the prestigious American Business Awards and International Business Awards.

The awards were presented to honorees during a gala banquet on Friday at the Bellagio in Las Vegas. More than 400 nominated customer service and sales executives from the United States and several other countries attended.

Over 1,500 nominations from organizations of all sizes and in virtually every industry were evaluated in this year's competition, an increase of 36 percent over 2013. Finalists were determined by the average scores of 129 professionals worldwide, acting as preliminary judges.

DiscoverOrg was recognized for its SMB and CFO/Finance datasets, which were introduced in mid-2013. The SMB dataset has complete profiling of more than 8,000 U.S. businesses with less than 1,000 employees, and included more than 45,000 contacts. The CFO/Finance dataset maps out information on finance departments in more than 1,800 corporations, including members of the Fortune 1000, the Forbes 400 and the S&P 500. It features more than 43,000 contacts from the CFO on down, including detailed information on reporting structures and installed infrastructure.

For a demo of DiscoverOrg's up-to-the-minute IT sales intelligence, including its IT Org Charts and decision maker profiles, you can register here: <http://pages.discoverorg.com/PrWeb2.html>

"Entries to the Stevie Awards for Sales & Customer Service awards have almost doubled over the past few years," said Michael Gallagher, president and founder of the Stevie Awards. "Not only have we seen a dramatic increase in the number of entries, but the judges have also seen a remarkable rise in the quality of the nominations submitted overall. We congratulate all of this year's Stevie winners for their outstanding work."

"Being recognized with a Stevie Award is especially gratifying because of the high degree of competition involved this year, and because we were chosen by a group of judges made up of sales and customer service executives from around the world," said Henry Schuck, co-founder and CEO of DiscoverOrg. "We're particularly proud of our high-quality SMB and CFO/Finance datasets, which are helping our customers achieve significant, measurable ROI."

Details about the Stevie Awards for Sales & Customer Service and the list of Stevie winners in all categories are available at <http://www.StevieAwards.com/sales>.

Entries were considered in 43 categories for customer service and contact center achievements, including Contact Center of the Year, Award for Innovation in Customer Service, and Customer Service Department of the Year; 43 categories for sales and business development achievements, ranging from Senior Sales Executive of the Year to Sales Training or Coaching Program of the Year to Sales Department of the Year; and categories that recognized new products and services and solution providers.

More than 260 executives around the world participated in the judging process for the 2014 awards, to determine the Finalists and then the Gold, Silver and Bronze Stevie Award placements.

The Business Talk Radio Network will broadcast a recording of the presentations this Wednesday, Feb. 26 at 8:00 pm ET.

Sponsors and supporters of the 8th annual Stevie Awards for Sales & Customer Service include the Business TalkRadio Network, Competence Call Center, and ValueSelling Associates.

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About DiscoverOrgDiscoverOrg is the leading sales and marketing intelligence tool used by the top IT vendors, staffing companies and consultants targeting IT departments of Fortune-ranked, Mid-Market and SMB companies in North America. Offered in the form of a constantly refreshed

database, DiscoverOrg specializes in mapping out the IT Org Charts of more than 16,000 companies complete with verified email addresses, direct-dial phone numbers, reporting structure, IT project updates and technology installed base. Each of the more than 330,000+ IT decision makers in the DiscoverOrg database is updated and refreshed by the company's team of 85+ in-house researchers at least once every 90 days, enabling customers to reach the right person at the right company with the right message. For more information, please visit discoverorg.com.

About The Stevie Awards Stevie Awards are conferred in five programs: the Asia-Pacific Stevie Awards, The American Business Awards, The International Business Awards, the Stevie Awards for Women in Business, and the Stevie Awards for Sales & Customer Service. Honoring organizations of all types and sizes and the people behind them, the Stevies recognize outstanding performances in the workplace worldwide. Learn more about the Stevie Awards at <http://www.StevieAwards.com>.