

# JobsIntel:

## AI-Driven Job Change Tracking Intelligence for Champion-Driven Revenue Growth

Revenue teams lose champions every day because they can't track when their most valuable relationships change jobs. Transform champion engagement from reactive guesswork into precision-targeted relationship intelligence with JobsIntel's comprehensive job change monitoring, powered by human-verified accuracy and intelligent automation within the complete SalesIntel Agentic Pipeline Platform.

New



Name: **Mark Abbott** Job Title: **Chief Executive Officer**

Mobile Number: **(202) 555 0292** Email: **m.abbott@industry.io**

Company Name: **Industry** Location: **Washington, DC, US**

Revenue: **193M+** Status: **Updated**



Name: **K Schmidt** Job Title: **VP of Marketing**

Mobile Number: **(555) 0291** Email: **Kschmidt@acme.co**

Company Name: **ACME** Location: **Atlanta, Georgia**

Status: **Updated**

# The Hidden Cost of Lost Champions

Your best relationships are walking out the door, and taking your competitive advantage with them. Unlike competitors providing generic job change alerts, revenue teams struggle with fragmented point solutions and manual relationship tracking that waste resources and miss critical opportunities.

## The Problem: Revenue Teams Are Losing Their Champions

**Relationship Investment Waste** - Years of trust-building vanishes when contacts change jobs

**Churn Risk Increases** - Existing accounts lose key stakeholders without warning

**Competitive Disadvantage** - Competitors reach your former advocates first

**Pipeline Unpredictability** - Can't distinguish cold prospects from warm champions

**Revenue Velocity Loss** - Missing relationship intelligence needed to accelerate deals



**3X**

**3X Higher Conversion**  
Champion Re-engagement



**70%**

**Budget Allocation**  
Within 100 Days

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"30% of professionals change jobs annually. Former customers are 3X more likely to buy compared to cold prospects. Without champion tracking, you're missing your highest-converting opportunities."



# Our Solution: The Relationship Intelligence Advantage

Champion Tracking + Human-Verified Accuracy + Intelligent Automation



## Comprehensive Champion Monitoring

- **Smart Monitoring:** Track up to 10,000 valuable relationships
- **Daily Alerts:** Immediate notifications with updated contact info
- **Prioritized Research:** Enhanced monitoring for faster detection
- **Human Verification:** 95%+ accuracy for reliable connections
- **Complete Context:** New company details and engagement timing



## Intelligent Automation (Hands-Free Champion Management)

- **JobsIntel:** Auto-alerts for champion status change
- **Relationship Association:** Complete champion history tracking
- **CRM Integration:** Seamless data flow to major platforms
- **Priority Monitoring:** Tracked records are prioritized in update cycles



## Complete Relationship Foundation

- Champion-focused tracking with strategic prioritization
- Company and role intelligence for each job change
- Human-verified updates with actionable alerts
- Integration with existing sales workflows

The screenshot displays the 'Contacts (85M+)' interface. A table lists contacts with columns for Name, Title, Level, and Function. Each contact has a 'Contact Verified' status (green checkmark) and a progress bar. The progress bar shows the status of 'Target Accounts', 'Dreamforce Leads', and 'Marketing Emails' (Requested, Completed). The interface also includes a 'Contact Verified' status indicator (green checkmark) and a 'Contact Verified' status indicator (green checkmark).

Name	Title	Level	Function	Contact Verified
Mark Abbott	Chief Executive Officer	C-Level Executive	Cross Functional	✓
Tim Abulto	Chief Operating Officer	C-Level Executive	IT	✓
Jane Anchor	Chief Financial Officer	C-Level Executive	Sales	✓
Amir Aziz	Chief Marketing Officer	C-Level Executive	Marketing	✓
Robert Brennan	President	C-Level Executive	Cross Functional	✓
Janine Bierke	General Legal Counsel, Chief of Staff	C-Level Executive	Legal	✓

Target Accounts: Requested → Completed  
Dreamforce Leads: Requested → Completed  
Marketing Emails: Requested → Completed



# Key Use Cases



## Market Penetration

Former customers become warm entry points at target accounts



## Deal Acceleration

Re-engage champions who know your value, skip education phase



## Churn Prevention

Monitor stakeholders to identify relationship risks early



## Territory Expansion

Follow relationships to discover high-value opportunities



## Competitive Displacement

Gain intelligence when champions leave competitor accounts

## Why Revenue Teams Choose JobsIntel



### No More Trade-offs:

Complete relationship intelligence in a single platform



### Intelligence That Scales:

Grows with your champion network without complexity



### Immediate Action:

Champion moves automatically trigger alerts and updates



### Accuracy You Can Trust:

95% accuracy with human verification



### Integrated Solution:

Part of SalesIntel Agentic Pipeline Platform - no additional vendors

## Ready to Transform Your Champion Management?

Don't lose your most valuable relationships to job changes. JobsIntel's champion tracking creates the relationship intelligence foundation that accelerates deals and drives predictable revenue through established trust.

[Contact us today](#) to see how champion tracking intelligence can transform your pipeline and protect your relationship investments.