**B2B** Customer Profile Template

****

**

|  |  |
| --- | --- |
| **Contact Title** |  |
| **Industry** |  |
| **Team Size** |  |
| **Location** |  |
| **Quarterly/Yearly Revenue** |  |
| **Quarterly/Yearly Budget** |  |

|  |  |
| --- | --- |
| **Quarterly/Yearly Goals** |  |
| **Product/industry challenges** |  |
| **Product/industry opportunities** |  |
| **Similar services/products used** |  |
| **Decision-making process** |  |
| **Preferred communication channel(s)** |  |

