

Sales Hub vs Pipedrive

Why Choose HubSpot?



Faster Time to Value

Teams quickly scale out of Pipedrive due to its limited feature set. HubSpot provides fast results that creates meaningful impact.



More Unified Platform

Pipedrive requires extra tools for full sales and marketing collaboration. HubSpot is a unified customer platform on a single code base.



Better Service & Support

Pipedrive support is known to be lacking and slow. HubSpot is easy to use and includes industry-leading support.

See Business Results, Fast

After just 12 months:

+28%

deals created*

+105%

close rate*

+55%

deals closed*

	HubSpot	pipedrive
Task Queues	✓	\$\$\$
AI-Powered CRM	✓	X
Prospecting Workspace	✓	X
AI Content Assistant	✓	✓
Company Insights and Scoring	✓	X
Sales Automation	✓	✓
Meeting Scheduler	✓	✓
Sequences	✓	✓
Quotes	✓	X
Payment Links	✓	X
Account-Based Marketing	✓	X
Deal Funnel Reporting	✓	X
Dashboards and Custom Reports	✓	✓
Lead Reporting	✓	X
Prospect Activities Reporting Tools	✓	X
Forecast Accuracy Tracking	✓	X
Pipeline Management	✓	✓
Customizable Deal Stages	✓	✓
Forecast Intelligence	✓	X
Native Calling	✓	X
Coaching Playlists	✓	X
Data Quality Tools	✓	X
Live Chat	✓	\$\$\$
Sales Playbooks	✓	✓
Phone Support	✓	X

HubSpot Sales Hub Professional vs Pipedrive Professional shown

“ HubSpot shone for us by visualizing our pipeline. It allowed us to identify leads with a viable path to revenue, share that visibility with everyone in our organization, and connect with them seamlessly. ”



TRACI SHOEMAKER
 Director of Health Solutions Commercial Growth
[WeightWatchers](https://www.weightwatchers.com)

