



D&B Duns Decision Maker File

The People with the Power to Say Yes

CURRENT FILE COUNT: 19,022,847

FILE PROFILE

Top and middle-level managers - corporate decision makers. These are the men and women who have the power to decide on purchasing your products and services.

There are 61 groups of executives listed by functional title and responsibilities including (plus many more):

Functional Title / Responsibilities	Count
Owners	4,211,813
Partners	750,068
Chairmen	112,280
Presidents	3,240,506
Vice Presidents	1,034,084
Managers	1,723,690
CEOs	325,354
Personnel/HR	241,645
Administrative	290,413
Finance VPs	26,780
Accounting Personnel	42,491
Data Processing	260,313
Purchasing Personnel	46,600
Purchasing VPs	4,258
Sales	111,756
Corporate Secretaries	753,771
Corporate Treasurers	537,670
Manufacturing Personnel	53,812
Engineering Personnel	140,335
Managers with Geographic Responsibility	336,546

TERMS

Competitive Broker arrangements. Volume discounts for individual mailers and telemarketers.

SELECTORS

- Geographic
(Telephone Exchange, City, County, State, 3-, 5-, & 9-digit ZIP code, SMSA, MSA, Population Code)
- 2-, 4- or 6-Digit SIC
- Personalization
- 8-Digit SIC
- Number of Employees, Total or Here
- Organizational Status
- (Mfg, HQ, Single Location, Branch, Subsidiary)
- Year Started.....
- Executive Age (Includes Name & Title).....
- Functional Title

Call for information on additional selectors.

OUTPUT FORMATS

Mailing Labels

- Pressure Sensitive.....
- Multi-use FTP/Email.....
- One-time-use FTP/Email.....

TELEMARKETING RECORDS:

- FTP/Email

Please call for more information:

1.888.772.6947

We look forward to hearing from you!