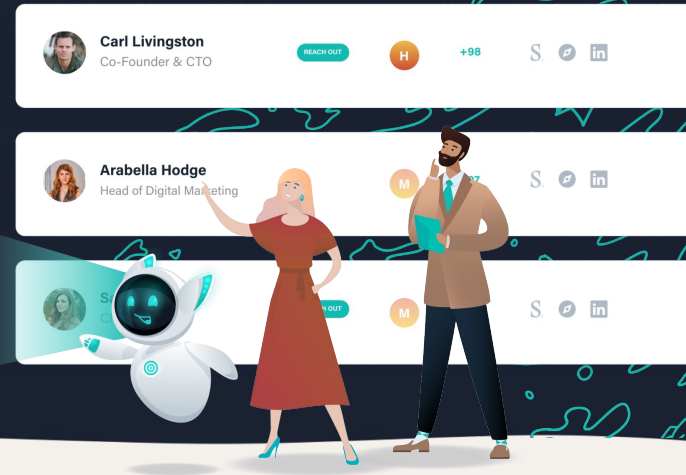# 6sense Revenue AI™ for Sales

Revolutionize revenue creation with unified account and buyer intelligence inside the tools sellers use daily.

## Shift sellers from information overload into the age of intelligence by revealing anonymous buyers and focusing efforts on the accounts most likely to close.

Sales teams are faced with either not enough data or are trapped in information overload without a way to focus their effort – too many MQLs to work, time spent calling bad contacts, and gaps in buying team insights result in **missed opportunities and wasted effort spent researching**. If sales teams are missing in-market accounts and buying team members then they're leaving potential champions, upsells, and new customers behind.

Buyers conduct 70% of their research anonymously, far from your revenue team's eyes. 6sense collects those invisible intent signals, analyzes them, and accurately connects them to accounts. 6sense's intelligence layer brings together these signals, combined with **web activity, company, and contact data** so reps know the best accounts to pursue, where they are in their buying journey, and how to engage each member of the buying team – **keeping sellers laser-focused on creating and closing deals.**

### Sales Teams of All Sizes Can Apply AI-Based Predictions to Accelerate Pipeline from Creation to Close

| | | | |
|---|---|---|---|
| **160%** Increase in sales engaged accounts _highradius_ | **16x** More open opportunities _qualtrics.XM_ | **63%** Higher average deal sizes _aruba_ | **5x** Increase in bookings _FIREEYE_ |



### Reveal hidden demand

Illuminate net-new accounts and the buying team members who are actively seeking a solution like yours.

Send hyper-relevant and personalized outreach with insights into what buyers are actively researching.

Anticipate buyer needs with proactive alerts when accounts are looking at your competition.



### Prioritize the best accounts

Deliver every seller a steady stream of qualified in-market accounts that meet your unique criteria.

Multi-thread across decision makers based on role, content consumption, and engagement activity.

Give sellers confidence in taking revenue driving action with AI recommended next best actions.



### Save sellers' time

Access all account activity, intent signals, contact data, firmographic, technographic, and psychographic details in one place.

Sellers can quickly add contacts to cadences or engage them immediately with accurate contact information.

Bring together prospecting workflows and buyer intelligence inside leading CRM and sales engagement platforms.

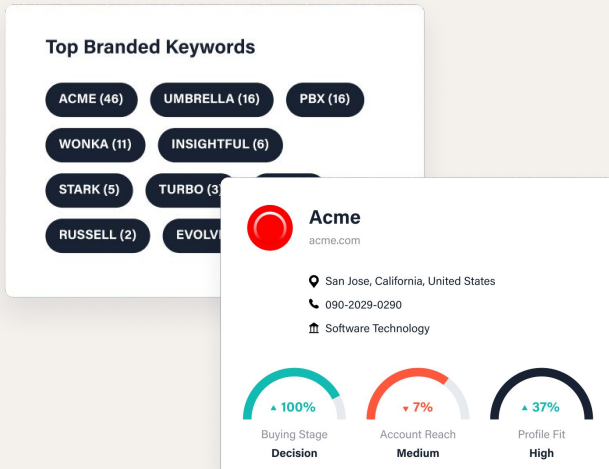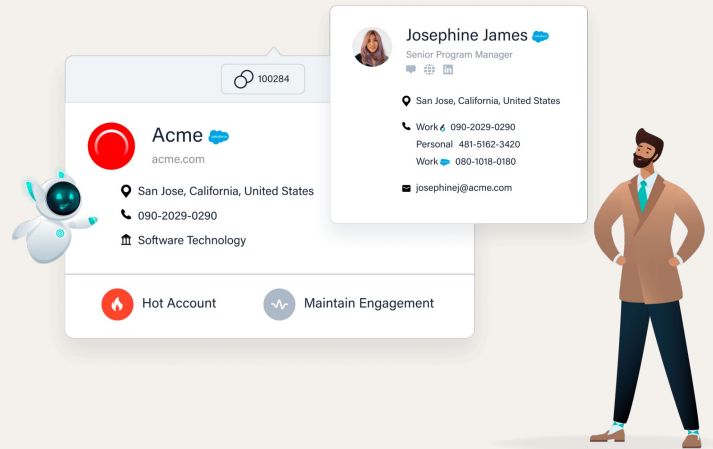# Everything sellers need inside the tools they use daily.

Give your sellers the tools and confidence they need to spend less time researching and more time closing deals with in-market account prioritization and complete buyer intelligence inside their CRM and Sales Engagement Platform.

## Account Intelligence

Get unparalleled insights into your accounts and contacts to proactively prospect the best opportunities, craft better outreach, and close deals faster.

## Company & Contact Data

Find and engage in-market buyers with an intuitive B2B account and contact search engine powered by the most relevant and accurate data — including **verified emails and phone numbers across over 370M buyer profiles.**

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**Acme**
acme.com
San Jose, California, United States
090-2029-0290
Software Technology

Hot Account          Maintain Engagement

### Top Branded Keywords

ACME (46)   UMBRELLA (16)   PBX (16)
WONKA (11)   INSIGHTFUL (6)
STARK (5)   TURBO (3)
RUSSELL (2)   EVOLV

**Acme**
acme.com
San Jose, California, United States
090-2029-0290
Software Technology

▲ 100% — Buying Stage — **Decision**
▼ 7% — Account Reach — **Medium**
▲ 37% — Profile Fit — **High**

## Intent Data

Be the first into new opportunities and beat the competition by uncovering anonymous buyers actively researching solutions like yours across the web.
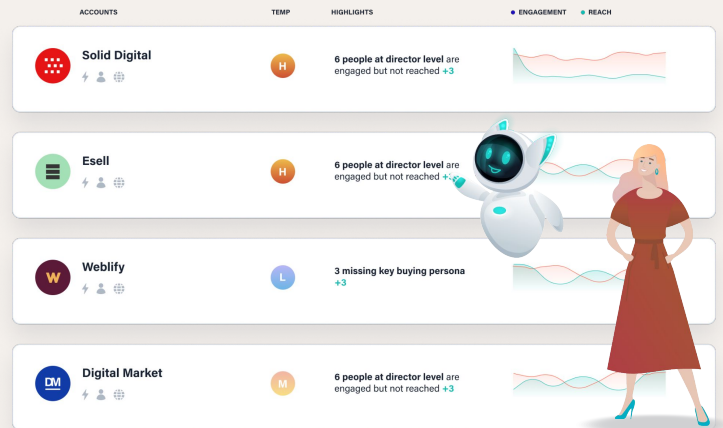
## Predictive Analytics

Focus your sales effort on the prospects who are most likely to buy using AI models that continuously learn from historical and real-time opportunity data.

## Prioritization Dashboards

Personalized daily dashboards help focus sales effort on lists of accounts and people ready to engage immediately based on relevant buyer behavior and 6sense predictions.

## Prospecting Workflows

Bring all of the data and intelligence sellers need right inside their CRM or Sales Engagement Platform to easily acquire and engage buyers at scale.

| ACCOUNTS | TEMP | HIGHLIGHTS | ENGAGEMENT REACH |
|---|---|---|---|
| Solid Digital | H | 6 people at director level are engaged but not reached +3 | |
| Esell | H | 6 people at director level are engaged but not reached +3 | |
| Weblify | L | 3 missing key buying persona +3 | |
| Digital Market | M | 6 people at director level are engaged but not reached +3 | |

Outreach     Salesloft.     Microsoft Dynamics 365     HubSpot CRM     salesforce

6sense

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