



Deliver Predictable Revenue Growth with the 6sense Account Engagement Platform

Customers today take their own unique journey when making purchase decisions. They're less likely than ever to raise their hands until late in the buying journey, and sales and marketing teams need to engage an entire buying team to generate and win deals.

Unfortunately, sales and marketing technology hasn't kept pace with these changes, leaving revenue teams without a complete picture of customer demand. And as a result, they often get into deals too late or miss out on opportunities altogether.



The 6sense Account Engagement Platform helps sellers and marketers predictably grow revenue by engaging anonymous and known buyers from ideal accounts as soon as they begin the purchase journey.

AI and big data uncover your full funnel of buyers; prioritize the best accounts to work; orchestrate meaningful engagement throughout the customer journey; and measure real account-based sales and marketing results—all with a comprehensive platform for your entire revenue team.

6 Reasons Why Leading Revenue Teams Choose 6sense

Proprietary Intent Network

Uncover anonymous and known buying signals on 1st and 3rd party websites with an unlimited number of branded and generic keywords. An embedded CDP houses and cleanses all your big data.

Industry-Leading Account Identification

Turn anonymous buying signals into rich account data and insights. 6sense's patented Company Graph accurately matches more anonymous signals to accounts than any other vendor.

Patented AI-Driven Predictions

Understand whether accounts match your ideal customer profile (ICP) as well as where they are on the buying journey, contact engagement levels, and the fit of leads and contacts compared to typical buying teams.

Cross-Channel Activation

Native account-based display ad capabilities make it easy to generate immediate value, and unlimited dynamic segments enable you to seamlessly orchestrate cross-channel account engagement.

Account Insights for Every Sales Rep

Deliver proactive alerts to sales reps on the best accounts to engage and when to reach out. Provide relevant account insights and AI-recommended next best actions within CRM to guide reps' outreach strategy.

Unified Platform for Sales and Marketing

Align sales and marketing on the best accounts for your business and each account's buying stage, and deliver deep account insights and meaningful account-based metrics to the entire revenue team.

Our Customers





UNCOVER DEMAND

Light the Dark Funnel and Proactively Target Your ICP

Ideal buyers conduct anonymous research every day, but if you don't know about it you can't take action. Light up your Dark Funnel™ and get the visibility your teams need to proactively target the right accounts based on real-time data and behavior.

PRIORITIZE ACTIONS

Use Deep Insights to Prioritize Accounts and Contacts

Sales and marketing teams can get stuck working junk leads and static account lists. Know when to engage the right accounts, which personas to target, and how to engage the entire buying team based on their unique interests and buying journey.

ENGAGE BUYING TEAMS

Deliver Consistent, Engaging Experiences at Scale

Customers control the buying journey, so it's critical to deliver engaging experiences that meet them where they are. Leverage AI to time outreach to the right buyers with the right message – and to orchestrate account engagement at scale.

MEASURE RESULTS

Align Sales and Marketing with Rich, Accurate Data

Orchestrating account engagement at scale requires alignment between sales and marketing. Give your teams a unified view of both known and anonymous accounts so they can align on your ICP, TAM, and accounts that are "in market" to buy today.

About 6sense

The 6sense Account Engagement Platform helps B2B organizations achieve predictable revenue growth by putting the power of AI, big data, and machine learning behind every member of the revenue team. 6sense uncovers anonymous buying behavior, prioritizes accounts for sales and marketing, and enables them to engage resistant buying teams with personalized, multi-channel, multi-touch campaigns. 6sense helps revenue teams know everything they need to know about their buyers so they can easily do anything needed to generate more opportunities, increase deal size, get into opportunities sooner, and compete and win more often.