6sense Dashboards in Sales Intelligence – inside Salesloft

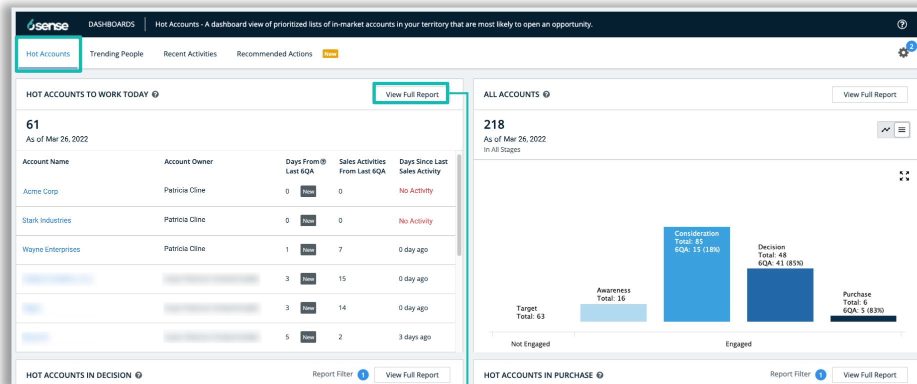
Start your day here – hit the ground running with your hot accounts, actively engaged contacts, and activities like webpage visits, email replies, and anonymous research

Your accounts not appearing? See pg. 3

See your Hot Accounts, prioritized and updated daily

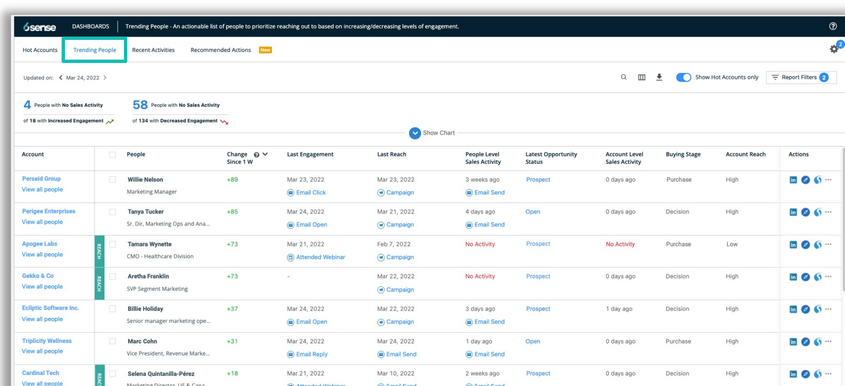
- Accounts drop off once an opportunity is opened
- Prioritize your outreach for accounts with a 0 in the **Sales Activities since Last 6QA** column
- By default, 6QA'd accounts are in Decision or Purchase and are a Strong or Moderate profile fit*

*Your organization may use a custom 6QA definition



View the full report to see the full list

- See the buying stage and profile fit for each account
- These accounts are similar to past wins, have an increase in intent and engagement activities, and are more likely to open an opportunity



Discover engaged contacts with the Trending People Tab

- See contacts that are increasing or decreasing engagement in the last 7 days
- Quickly review a contact's recent actions and research to include in your sales activities
- Apply filters like Job Function or Job Type to target key personas

The **Trending People** tab displays the most engaged contacts for accounts in the Decision and Purchase buying stages

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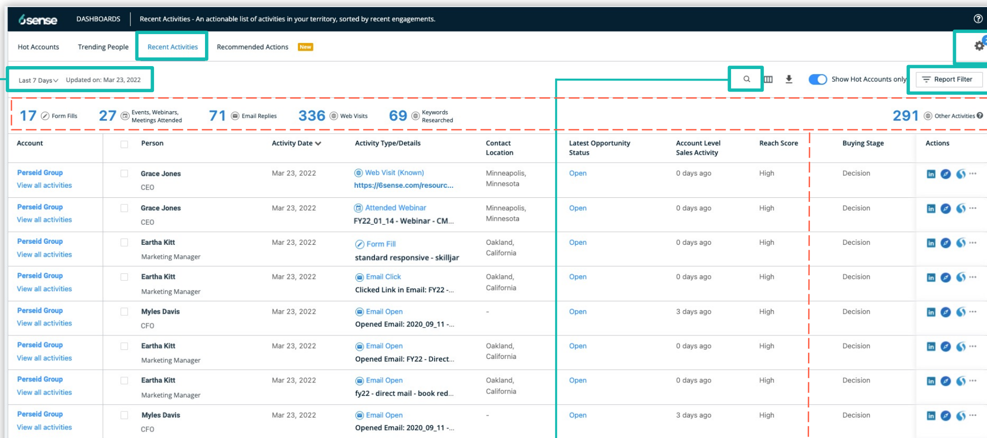
Use the Recent Activities tab to surface inbound actions like form fills, specific web page visits and more.

Combine Filters & Search to find specific accounts



Dashboard Filters

Filter for Accounts that matter to you

Report Filters

Filter by Activity type, role, location, etc.

Date Range

Adjust the time frame

Search

Search activities by type (e.g., form fills, webinars attended, etc.)

Top Summary Filters

Categorize accounts by activity

How can the Recent Activities Tab help you?

When you want to….

Focus on in-market accounts that may not be aware of your brand.

Apply these Report Filters:

- Account Reach: Low
- Buying Stage: Decision or Purchase

Prospect into accounts that have visited specific webpages such as the pricing page.

Search for the Webpage URL + Apply these Report Filters:

Website Visited (Known) + Website Visited (Anonymous)

Buying Stage: Decision or Purchase

Reach out to accounts where key personas have filled out forms or attended webinars.

Apply these Report Filters:

Job Level: Director, VP, etc.

Job Function: Marketing, IT, Operations, etc.

Engagement Activity Type: Form Filled or Webinar Attended

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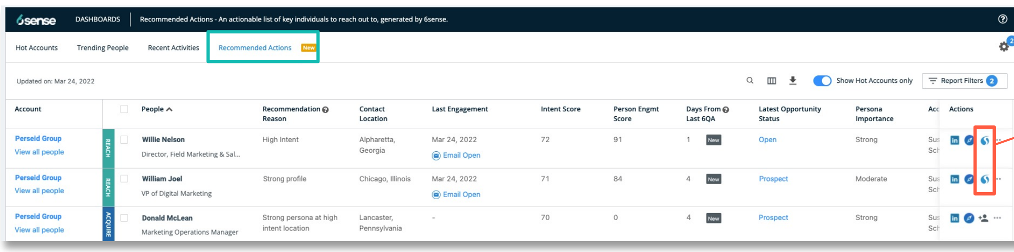
Find and engage crucial personas with the Recommended Actions tab

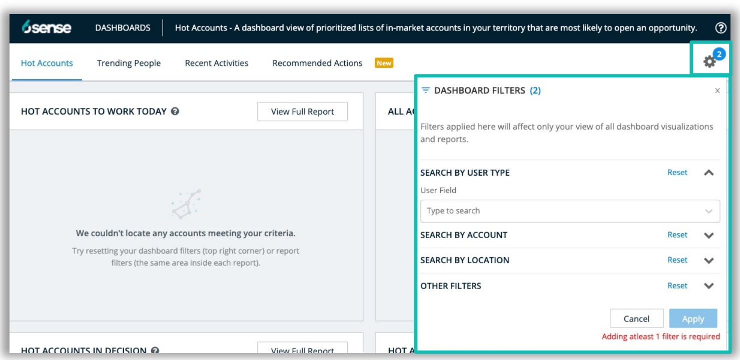


Add contacts to Salesloft cadences

See which personas to focus on based on 6sense recommendations

- Reach – Engage contacts already in your CRM
- Acquire* – Add strong personas that do not exist in your CRM

**Acquire actions will not appear if the prospect account is subject to the GDPR or if your organization has disabled contact purchasing*



Selected filters remain in place across the dashboard

Not Seeing Your Accounts?

- Your organization might assign AEs as account owners
- If you're a BDR, you may need to filter by your AE's name first
- Sales managers can filter by multiple team members at once

Find the accounts that matter to you

Find your Accounts
User type: BDR/SDR

User Field: Your Name

Find Accounts in a Location
User type: BDR or Account Owner

User Field: Your Name

Location: Pick a Location

Add More Filters
Industry

Revenue Range

Employee Range, etc.