6sense SI Team & Growth Dashboards Tip Sheet for AEs & BDRs



Top Accounts Tab

Prioritize reaching out to New Hot Accounts

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Surface intent activities across all your accounts

Recent Activities Tab*

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Use the Recent Activities Tab when you want to focus on...

- Hot Accounts researching your competitors Search for keyword + apply these Report Filters: Hot (New) and Hot
- Hot Accounts visiting high-value web pages Search for the URL + apply these Report Filters: Hot (New) and Hot



 Hot Accounts are updated daily

View Full Report

See account location, number of engagement activities, and more

Learn More

Combine filters and search to find accounts interesting to you

Pro Tips

- See a web page visit to your demo page? Prioritize these inbounds for quick wins!
- Search to see if accounts are researching your competitors

* Requires Growth Subscription



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Not Seeing Your Accounts?

Click the Preferences Icon at the top right and filter on your name

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Selected filters remain in place across the dashboard Your CRM roles filter automatically to show your accounts



Curious About Temperatures?



The 6sense Account Temperature is based on the account's recent web visits, research activity*, and relevance to firmographic, technographic, and psychographic data configured by your organization.

Temperatures are: Hot (New), Hot, Warm, and Cold.

Focus on accounts that are Hot (New) and Hot first!

Learn More

User Type: Select **BDR** or **Owner ID** (your org may differ)

If account is owned by AE, select **AE** and type **AE's name** instead

Pro Tips

Filter by User Type, Account, Location, and Other fields

Search by **Account Type** to easily filter by "customer" or "prospect"

Sales managers can filter by **multiple team members** at once or even see **unassigned accounts** (enter your name)

* Requires Growth Subscription

