

LeanData + 6sense

Intelligent account-based automation powered by real-time AI insights

The Challenge with Digital B2B Buyers

Today's revenue teams are tasked with the impossible. Knowing the right buyer signals to act on is hard. Orchestrating the right account-based plays is even harder.

The lack of prioritized signals and real-time insights leaves reps operating in the dark, leading to:

- Sales inefficiency
- Decreased speed to first touch
- Mistimed or lost opportunities
- Poor customer experiences

70%



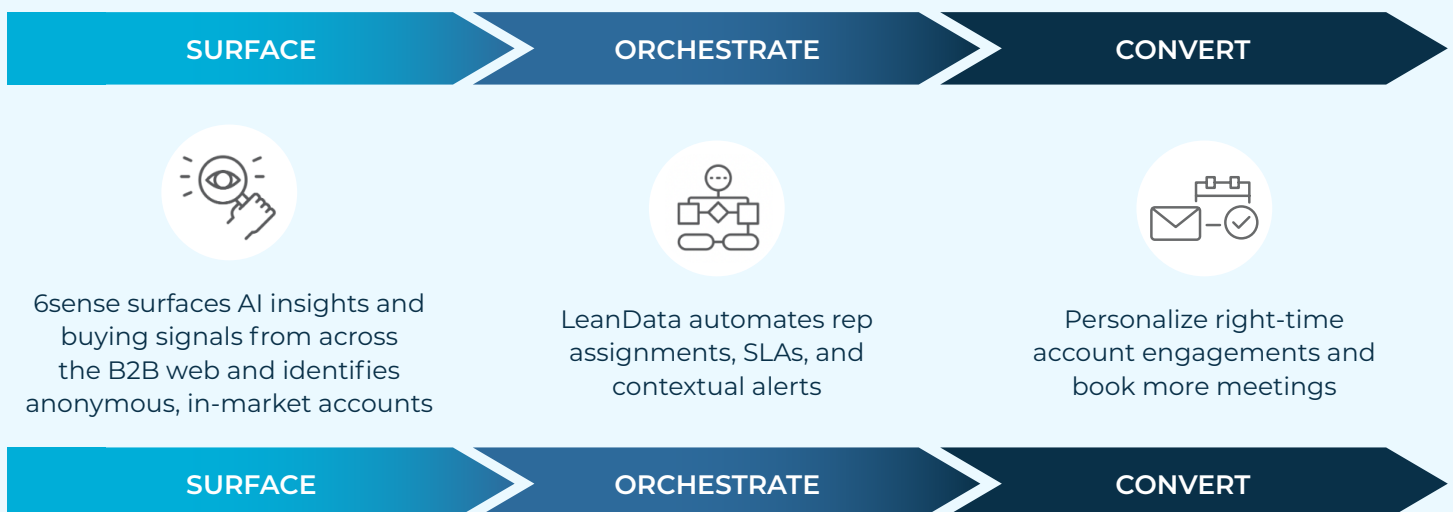
of buyer decision-making research happens online.

(Forbes)

The Solution for Intelligent Account-Based Automation

The LeanData & 6sense integration eliminates guesswork so you can expertly target and engage high-value accounts when they're ready to buy. Automatically identify, enrich and route high-intent accounts to the right revenue team member using real-time AI insights and buying stage predictions to guide their next best steps.

How It Works



Unparalleled Account-Based Orchestration



“Over time we’ve evolved how we use our techstack from a number of individual tools to a powerful single source of truth that our sales team can trust. The LeanData and 6sense integration allows us to identify accounts that are most likely to buy and route them to the right sales rep with all the information they need to follow up quickly. It’s like a silver platter!”

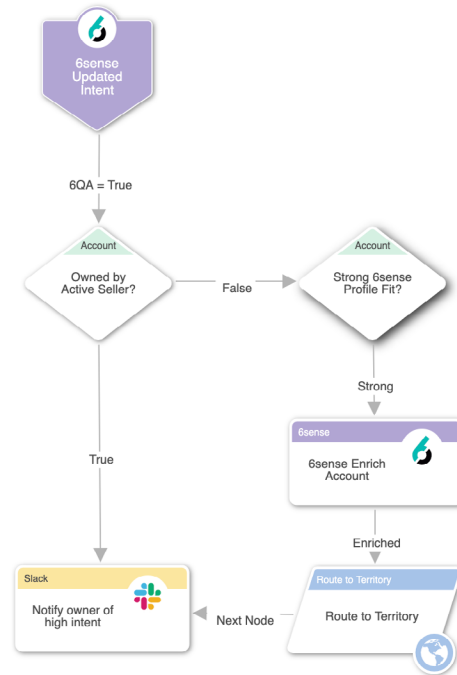
Nick Lansberry, Go-to-Market Operations Manager | ^{amb}expedient

Trigger Right-Time Sales Engagements

Prioritize accounts most likely to convert. Automate account assignments upon 6QA. Enrich, track SLAs and alert reps to engage.

Hyper-Personalize Customer Outreach

Meet buyers where they are. Leverage AI insights to tailor account-based motions — for any stage, any segment and any intent level.



Proven Results with Over 800 Customers



Get Started Today:

REQUEST DEMO

Visit LeanData.com to learn more about LeanData’s go-to-market operations solutions for Automated Scheduling, Matching, Routing and Engagement, or visit us on [AppExchange](#).

Why LeanData?

Today’s growth leaders power their B2B selling with LeanData, the gold standard in modern revenue orchestration and an essential element of the modern RevTech stack. The LeanData Revenue Orchestration Platform, powered by No-Code Automation, simplifies and accelerates coordination of all the plays, people and processes needed to transform buying signals into buying decisions. LeanData is inspiring a global movement among its 1,000 customers and community of 5,000+ OpsStars worldwide, empowering them with revenue operations excellence that translates into compelling buyer experiences and competitive advantage. Join the movement!