

revgenius

# Next 50 GTM Startups



## Champify

Champify helps companies create and close more opportunities by tracking + engaging your customers as they change jobs. Champify surfaces when previous customers, champions, and users change jobs - so you can build pipeline, increase win rates, and expand with people who already love your service by: Monitoring your key audiences based on historical closed-won titles

1. Alerting reps with the context they need to break-in to accounts and multi-thread open opportunities
2. Orchestrating workflows in existing sales engagement platforms to drive adoption

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[Check out Champify](#)



## Alysio

Alysio provides a transformation to the way you scale your sales team. It's the platform used by the world's leading enterprises to improve productivity, understand the individual and have dependability around revenue forecasting.

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[Check out Alysio](#)



## Sweep

Sweep is a visual workspace for Salesforce teams that drives revenue with smart automations, real time insights and a suite of pipeline solutions like routing and customizable Slack Alerts. Create and manage your business processes, gates, and automations with intuitive drag-and-drop tools on our visual canvas while improving collaboration with our commenting and delegation tools. Plus, you'll get a full picture of your configuration in less than a minute with our real-time documentation functionality and integrated AI.

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[Check out Sweep](#)



## Attention

Attention is the most powerful sales intelligence platform helping businesses unlock their full potential. It is a fully-integrated, AI-powered, sales agent that automatically fills out CRMs after sales calls, scores conversations and opportunities, coaches sales reps after their calls based on your best practices as a team, and helps you run GPT-type search across your entire collection of customer touch-points.

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[Check out Attention](#)



## Default

Default is a revenue workflow platform with forms, scheduling, routing, and automation that helps fast-growing B2B teams convert more leads to demos while automating manual work and reducing tech bloat.

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[Check out Default](#)

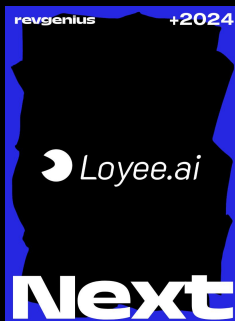


## AudiencePlus

AudiencePlus is a first-of-its-kind software platform for owned media that enables marketing teams to build, engage, and convert their audience. With our Media CMS, you can launch a beautiful, branded media property on your domain and become your own channel for content distribution—without writing a single line of code. With our Audience Analytics, you can become your own YouTube and access actual engagement data around your audience - unmasked at the individual subscriber and account level.

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[Check out AudiencePlus](#)



## Loyee AI

The Loyee platform helps GTM teams be extremely targeted with their outbound by understanding, analyzing, and enriching leads based on the specific signals and triggers that make a winning lead. This ensures your teams always know who to go after and why, knowing the unique reason why they are a good fit. Once teams enrich their data, Loyee helps them tier, segment, and pre-qualify those leads. It then pre-writes personalized messages to scale GTM campaigns and strengthen the outbound muscle.

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[Check out Loyee AI](#)

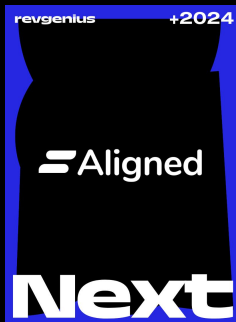


## Amplemarket

With proprietary AI and automation, Amplemarket eliminates low-value tasks and leaves reps free to focus on what they do best: closing deals. From unparalleled B2B data accuracy to seamless multi-channel engagement, automated deliverability support to game-changing AI intent and copy generation tools; sellers can transform their productivity and their sales results with an all-in-one platform that's always got their back.

 [LinkedIn](#)

[Check out Amplemarket](#)



## Aligned

For B2B sellers who need to hit and exceed their revenue targets in this new world of remote selling, Aligned is a customer-facing workspace that helps collaborate more effectively with buyers and create an experience they love.

Unlike existing complex selling experiences that are managed by emails and file sharing (with the sellers working blindly 95% of the time), Aligned helps better control deals and sell smarter with never before tracked analytics.

 [LinkedIn](#)

[Check out Aligned](#)



## Fullcast

Fullcast, the Intelligent Go-to-Market Platform, allows companies to consolidate their tech stack and never miss a number again with our AI-enabled, no-code platform that will plan, execute, and track a winning GTM strategy.

The Fullcast platform includes capacity planning, territory management, quota management, lead routing, Copilot AI, Smartplan AI, and Datajoin AI.

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[Check out Fullcast](#)

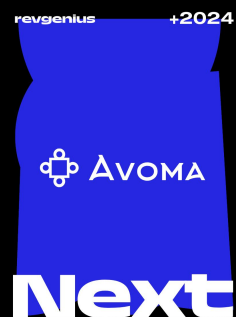


## Letterdrop

Letterdrop helps B2B marketers identify, create, and distribute content that actually drives revenue. Only 20% of your content impacts the pipeline. Letterdrop uncovers it from the buyer journey and sales call insights, helps you create assets fast with AI, and distributes them to your buyers through your site and across your sales team. The end result is more booked meetings, more pipeline, and shorter sales cycles.

 [LinkedIn](#)

[Check out Letterdrop](#)



## Avoma

Avoma is an AI Meeting Assistant that automatically transcribes, summarizes, and analyzes every meeting to provide actionable Conversation Intelligence. At Avoma, we're passionate about revolutionizing how teams collaborate and communicate. Through cutting-edge AI technology, we empower organizations to transform their meetings into actionable insights, driving productivity and efficiency. With Avoma, teams can streamline decision-making processes, uncover valuable patterns, and unleash their full potential.

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[Check out Avoma](#)



## Coefficient

Coefficient empowers 380,000+ professionals in revenue, data, marketing, and finance with real-time data integration into Google Sheets or Excel. It streamlines connectivity between spreadsheets and business systems, facilitating data import, process automation, and exporting to CRMs and databases. Key features include One Click Connectors for seamless integration, Two-Way Sync for bulk data export, Automatic Data Refreshes, Data Snapshots for historical records, and Slack & Email Monitoring for alerts.

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## UserEvidence

UserEvidence creates customer evidence for GTM teams, generating competitive intelligence, product stats, and ROI data from your entire customer base. Using custom surveys, B2B marketing teams can continually capture proof points throughout the entire lifecycle. This creates a self-serve library and makes it easier for your GTM team to credibly prove the value of your product.

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[Check out UserEvidence](#)



## Copy.ai

Copy.ai is the first-ever GTM AI Platform dedicated to transforming go-to-market strategies. Rather than being another "AI tool" on the market, we offer a comprehensive AI Platform to automate the grunt work in all of your go-to-market functions. Copy.ai introduces a new approach to content creation and insight gathering through an AI-driven platform. Our workflows allows users to automate and scale processes (content production, translations, outbound sales, etc.) simultaneously, all with no technical training required.

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[Check out Copy.ai](#)



## TestBox

TestBox changes how buyers experience your product! We have built a revolutionary product that enables GTM teams to showcase the best version of your product at all times - TestBox is trusted by some of the best companies in the world: Gong, Apollo, Zendesk, Hootsuite, Catalyst, CallRail, and more.

TestBox is the only demo automation company that showcases your real product.

No more screenshots or clones, TestBox is a live, always up to date version of your product! No more prep time for demos and proof of concepts, TestBox allows GTM teams to focus on activities that drive revenue.

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[Check out TestBox](#)

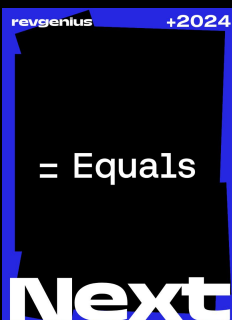


## Champion

Champion is the AI powered CRM for customer advocacy. Through its proprietary Identification AI, Champion surfaces hidden customer advocates, empowers you to engage them throughout the entire customer journey - from references, to boomerangs, to referrals, and beyond - and measures the revenue impact of every interaction. Champion puts customer advocacy at the heart of every B2B organization's growth strategy.

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[Check out Champion](#)



## Equals

Equals is the data tool you've always wanted, combining the flexibility of a spreadsheet with the power of BI.

With Equals you can query, analyze and report on all your live data — from your ARR to your sales pipeline to literally anything in your database.

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[Check out Equals](#)



## Multiply GTM

If you're like us, then you have probably been part of annual planning meetings, quarterly business reviews, and all the update sessions between. We have experienced first-hand both ends of the spectrum when it comes to revenue and GTM planning. From uncharted waters as founders of numerous startups to the complexity of billion-dollar organizations, MultiplyGTM is the first combined revenue and GTM planning software that identifies an optimal path to growth, achievability of plan, with predictive course correction. Calculate the required volume, timing, velocity, capacity, and investment to drive revenue. MultiplyGTM delivers certainty in revenue attainment from new sales, to retention, and expansion.

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[Check out Multiply GTM](#)



## Hockeystack

HockeyStack is the Command Center for B2B Revenue teams, enabling marketing teams to drive pipeline efficiently and sales teams to close deals faster with modern attribution, holistic buyer journeys, and account insights. Department-level attribution and analytics don't tell the whole story. It's not about who gets the credit; it's about what drives the growth more efficiently. HockeyStack helps marketing and sales teams focus on the things that matter the most - growth.

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[Check out Hockeystack](#)



## Hyperbound

Hyperbound is a simulated AI sales roleplay platform that turns ICP descriptions into interactive AI buyers in less than 2 minutes. It helps your sales team onboard 50% faster and boosts your team's conversions on cold, warm, & discovery calls.

Every sales team wants to do more roleplays, but it's often unscalable and biased. Instead of having your sellers practice on real prospects and burn leads in the process, Hyperbound allows your reps to get realistic at-bats with an AI buyer. Sellers can finally gain call confidence and mastery in a simulated environment that doesn't put your pipeline at risk and gives time back to your managers.

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[Check out Hyperbound](#)



## Clay

Clay helps GTM teams consolidate and uplevel their data enrichment. It combines 75+ enrichment tools into one marketplace, resulting in superior data coverage and quality. It also leverages AI to enrich unstructured data. Once teams have nailed their data enrichment, Clay helps them segment leads and auto-generate personalized messages to scale sales campaigns.

 [LinkedIn](#)

[Check out Clay](#)



## BigLittle

BigLittle.AI acts as a silent growth partner, plugging the leaks in your existing revenue cycle you might not even know exist across marketing sales, customer success. By optimizing performance and identifying hidden opportunities, we've helped businesses achieve:

- Up to 10% increase in revenue — without additional sales effort
- Improved revenue predictability and customer lifetime value (CLTV)

All of this comes with the peace of mind of SOC2 compliance and seamless integration with your current GTM tech stack.

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[Check out BigLittle](#)



## Keyplay

Keyplay helps you find, score, and track your ideal accounts with precision. Instantly model your ICP with AI lookalikes and custom scoring. Go beyond basic fields and filters with customized account signals. Effortlessly find your next best accounts with CRM integrated discovery & recommendations. Unlike over-priced ABM platforms, you can get started with Keyplay for free and integrate with Salesforce or HubSpot CRM in minutes.

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[Check out Keyplay](#)



## Attio

Attio is a CRM for the next era of companies. Attio is a challenger CRM that's raised \$30m+ from Redpoint, Pointnine, and more. It syncs with your data sources, configures to their unique structures, and works for any go-to-market motion from self-serve to sales-led.

Thousands of companies like ElevenLabs, Beacons, Replicate, Bravado, On Deck and more use Attio to grow and scale their companies to the next level.

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[Check out Attio](#)



## Luster

Say goodbye to traditional roleplaying, and enter the world of perfect practice. At Luster, we're scaling sales practice with our conversational AI technology, providing sales teams with the ability to master practice simulations that mimic real-world customer interactions. These aren't just practice runs; they're high fidelity experiences designed to reflect the daily challenges and opportunities faced in sales. Master your role with Luster!

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[Check out Luster](#)



## Magical

Magical is an AI-powered productivity app that accelerates your workflow by automating repetitive messaging and data entry tasks. Magical empowers teams across Sales, Support, Healthcare, Recruiting and more to save an average of 7+ hours of manual tasks per week. Join over 700,000 users across 50,000 industry-leading companies, including Netflix, Tesla, Uber, HubSpot, Zensurance, and more, who save time with Magical.

 [LinkedIn](#)

[Check out Magical](#)



## Sequel

Sequel.io enables companies like Carta, Salesloft, Mutiny, and Amazon to convert more webinar registrations into demos and increase website traffic by enabling them to host webinars directly on their websites. Sequel.io is addressing a significant issue: traditional webinar platforms driving away hard-earned audiences to outdated third-party platforms and a fragmented customer journey.

With Sequel, marketers can easily create an integrated customer journey, from registration to high-quality live engagement, instant on-demand, and rich blog content powered by Sequel AI, all in one place - their website.

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[Check out Sequel](#)





## Myko

Myko enables you to talk to your data as if you were talking to a coworker. Query and analyze data from your sales and revenue data sources through our conversational AI built for everyone in your organization. Myko is backed by Khosla Ventures and other top Silicon Valley investors.

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[Check out Myko](#)



## Storylane

Storylane helps marketing, sales, and presales teams build interactive product demos in minutes - without any code. We're a product-led growth (PLG) driven company where teams of even one can sign up, start using the product, and instantly derive value in the form of improved deal conversions.

 [LinkedIn](#)

[Check out Storylane](#)



## Nooks

Nooks is the all-in-one platform bringing cutting-edge AI tools to sales teams prospecting over the phone. Nooks has helped thousands of reps hit quota, saved customers hundreds of thousands of hours, and powered hundreds of millions of dollars in pipeline. It multiplies sales productivity by automating manual call tasks, providing strategic insights, and up-skilling reps with AI training & collaboration. Nooks' AI Dialer, automates manual tasks like skipping ringing and answering machines, logging calls, and taking notes. With additional features like AI Research, Call Analytics, Virtual Sales Floor and Nooks Numbers to auto-enrich bad numbers.

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[Check out Nooks](#)



## OpenGTM

OpenGTM provides a comprehensive view of your customers' attributes, predicts revenue and customer fit with greater accuracy, and empowers your GTM teams to win more. Our mission is to unite sales, marketing, customer success, and product around the attributes of highly-retained customers and focus acquisition, activation, and expansion efforts on aligned prospects and customers to greatly increase revenue and retention.

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[Check out OpenGTM](#)



## Rattle

Rattle makes intricate sales processes easy to follow. Building revenue processes is challenging, and getting consistent adherence is even harder. Rattle addresses this with automation and AI, creating two-way workflows between the sales tech stack (CRM, Clari, Gong, etc.) and engagement tools (Teams and Slack). This unique approach not only improves efficiency and streamlines operations but also enhances performance for companies like Twilio, Figma, and Intercom. Rattle customers report a 20% lift in win rates, 15% higher renewal rates, 50% faster lead response times, and 5+ hours/week in time saved for sellers.

[LinkedIn](#)

[Check out Rattle](#)



## Regie.ai

Regie.ai AI Agents handle all the monotony of the prospecting process, like building and prioritizing targeted lead lists, crafting personalized content, and sending emails, 100% autonomously on behalf of your reps. Then, unlike time and trigger-based outbound engagement, AI Agents will intelligently accelerate omni-channel touches for highly engaged prospects (and loop human reps into the follow-up process) while slowing the nurture pace for under-engaged leads until sales-ready. Reliably prospect and generate meetings for your reps using AI-powered Sales Agents.

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[Check out Regie.ai](#)

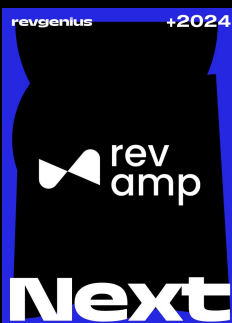


## Koala

Koala is your mission control for account prioritization, research, and prospecting. Thousands of sellers use Koala daily to uncover which accounts to focus on, what content prospects are exploring, and the warmest path into deals.

[LinkedIn](#)

[Check out Koala](#)



## RevAmp

RevAmp helps B2B revenue leaders eliminate GTM strategy risk across the customer journey. We unite data signals from various systems to 1) assess your entire GTM engine, 2) uncover your top revenue growth opportunities, and 3) help you execute initiatives effectively. Our centralized GTM command center provides proactive insights and actionable recommendations to improve customer experience and increase revenue.

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[Check out RevAmp](#)



## Revlitix

Revlitix leverages pattern recognition and proactive diagnostics to help marketing and sales teams spot money-making opportunities hidden in plain sight and fix revenue leakages in real time.

Companies using Revlitix 10x their GTM efforts by:

- Smashing data silos, leveraging AI signals to spot money-making opportunities hidden in plain sight, gain cross-platform insights in one view, and improve spending efficiency by at least 30%.
- Fixing revenue leakages in real time, forecasting their entire sales funnel (not just the pipeline), and leveraging big data patterns from their CRM to find the next big insights to accelerate pipeline velocity and sales cycle time.

 [LinkedIn](#)

[Check out Revlitix](#)



## Navattic

Navattic's platform instantly helps marketing and sales teams create interactive product demos. Using our no-code builder, create a front-end HTML/CSS capture of your product, customize the data, text and images, add guidance as desirable and generate a shareable demo link. Embed interactive demos built on Navattic onto your website, share them in the sales cycle, or send in email campaigns.

 [LinkedIn](#)

[Check out Navattic](#)



## Persana AI

Persana is an all-in-one AI prospecting platform that combines the power of AI with 75+ data sources, real-time intent signals, and personalized generative AI messaging so your GTM team can focus on revenue generating opportunities like never before.

 [LinkedIn](#)

[Check out Persana AI](#)



## Growblocks

Growblocks shows your complete funnel including target, actuals and predictions on one screen. Easily split your funnel by segments, motions and see the CAC:Payback - so you can quickly identify areas to improve or double down on.

Companies such as Brandwatch, Lokalise, Superside and more use Growblocks to run their GTM and catch problems earlier.

 [LinkedIn](#)

[Check out Growblocks](#)



## Warmly

Warmly reveals 15% of individuals and 65% of companies visiting your website. Convert this traffic by automating personalized outreach via email, LinkedIn, and chat. Fuse your tools with intent & enrichment data (Clearbit, 6sense, Bombora) to turn more signals into sales workflows.

Get started for free — set up in minutes. Seamless, Sendoso, Bizzabo, and other customers have closed \$80,000 within 12 days of use. GDPR and CCPA compliant.

 [LinkedIn](#)

[Check out Warmly](#)



## Sendspark

Sendspark is a video platform with sales “superpowers.” Over 10k sales professionals at companies like Salesforce, Warmly, LinkedIn, GitHub, and Snowflake use Sendspark to create personalized video messages to connect with prospective customers, book more meetings, and close more deals. Sendspark was voted #1 in video email (G2), #1 best feature set (TrustRadius), and #1 product of the day (Product Hunt). Sendspark makes it easy to create personalized videos at scale. It integrates with HubSpot, Apollo, Clay, and 80+ other sales & marketing platforms to drive more engagement from videos you're already sending out.

 [LinkedIn](#)

[Check out Sendspark](#)



## UserGems

UserGems is a pipeline generation software that captures the most relevant signals and automates the next steps so teams can reach their best buyers at the right time and hit their targets faster. It's a solution helping companies keep up with their most likely buyers as they move from job to job.

 [LinkedIn](#)

[Check out UserGems](#)



## Dock

Dock is a client-facing workspace that helps revenue teams close deals, onboard customers, and manage renewals. With Dock, companies organize everything that gets shared at each stage of the customer journey — from sales content to order forms to project plans. Along the way, leadership gets valuable analytics to calculate the sales forecast, coach front-line managers, fix broken implementations, and understand what content actually resonates.

 [LinkedIn](#)

[Check out Dock](#)

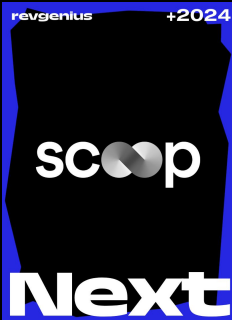


## Shuttle

Shuttle is a Copilot for sales teams that allows users to close more deals by automating mundane sales tasks. Shuttle's first AI agent is Meeting Intel: know everything about a prospect and company before your meeting, saving 10+ hours of research time a month. Shuttle triggers personalized actions by analyzing contextual data from calendars, emails, and preferences. New agents are added monthly!

 [LinkedIn](#)

[Check out Shuttle](#)



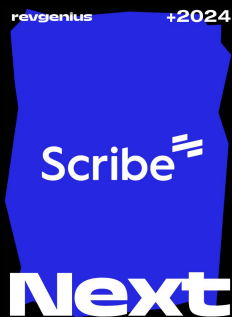
## Scoop Analytics

Scoop is the only platform that lets revenue, marketing, and finance operations teams action each stage of the data lifecycle. Pull data from any source, blend it from multiple applications using spreadsheets, and present it seamlessly in beautiful, filterable Scoop slides during your Monday morning meetings. It's also fully automated, freeing you from IT, APIs, imports, and "how old is this data?"

Developed by industry veterans who pioneered cloud-based data analytics, Scoop is designed for non-technical business analysts seeking the shortest path from data to decision-making.

 [LinkedIn](#)

[Check out Scoop Analytics](#)



## Scribe

Scribe is an AI-powered tool that documents your processes for you. Scribe automatically creates step-by-step guides for any process, complete with screenshots, text and links. If you've ever had to show someone how to do something on the computer, you've likely spent lots of precious time taking screenshots and documenting processes. With Scribe, you can automatically create step-by-step guides for any process, giving you and your org an easy way to capture and share knowledge. Cut down on the time you spend manually documenting processes by 93% with Scribe.

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[Check out Scribe](#)



## The Juice

The Juice is the content curation platform for marketing and sales professionals, and the distribution channel for brands who want to reach them. We help professionals grow by connecting them with modern resources from trusted brands.

We equip brands to reach relevant audiences, with no additional work.

 [LinkedIn](#)

[Check out The Juice](#)



## Sybill

At [Sybill.ai](#), we enable B2B sales reps to close 300% more revenue. An individual rep using Sybill can generate \$4M in revenue instead of just \$1M! [Sybill.ai](#) analyses sales conversations at a deal-level to autofill CRMs in real time, provides concise call summaries with action items, and generates follow-up emails. This streamlined approach not only saves reps up to 5 hours per week but also boosts efficiency, accuracy and win-rates.

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[Check out Sybill](#)