

**GROWING YOUR
REVENUE IS OUR
BUSINESS.**

Wave



ENGAGE

Inside Marketing Outsourcing

Wave helps you to follow-up, nurture, and engage with prospective customers to grow your business.

Why Outsource?

Responsiveness

When buyers have questions and want fast answers, they use live chat on your website. You can increase revenue by leveraging your dedicated team to provide real-time responses at the moment of your prospects highest Intent.

Account & Contact Data

30% of contact data is outdated every year, which lessens the effectiveness of campaigns and can damage your sender score. With dedicated teams you have the resources needed to verify accounts and contact data as they're entered into your CRM.

Sales Qualified Leads

Start follow-up campaigns immediately after trade shows and other live events to maximize your return on investment. Quickly qualify website leads and nurtured leads before handing them over as sales qualified leads.

Revenue Growth

Wave is focused on building revenue for our clients. As a result, this has prompted new services that address every aspect of the sales funnel, resulting in faster growth, better partnerships and support for larger regions.

Overview

With a steady stream of trade shows, live events, webinars and website inquiries, leads can easily fall through the cracks without Market Development Representatives (MDR's following up with them.

Challenge

While Market Development Representatives (MDRs) are the go-to role for many organization looking to qualify inbound leads, the resource burden of costly recruitment, training, infrastructure, employee benefits and management can pull resources away from core business functions.

Solution

Outsourcing with Wave provides businesses with dedicated Market Development Representatives (MDR's) with a straightforward subscription agreement.

Brands choose Wave for its controlled costs and expert management of inside revenue teams, providing complete transparency and predictability in pipeline development.

Benefits

Leveraging our experience managing high-performing inside teams, proven playbooks and strategies, your dedicated Market Development Representatives (MDRs) connect with more prospects and significantly reduce customer acquisition costs.

Engagement

Contracted Market Development Representatives (MDR's) work alongside your in-house team to synergistically generate pipeline, manage prospects and promote your business. With dedicated inside marketing personnel supporting your channel partners, there is no confusion, conflict or brand erosion.

Please contact Wave for more information.

Your Best Partner™

RevOps: in our DNA, driving your growth

At Wave, revenue operations (RevOps) isn't just an approach, it's the very fabric of our being. It fuels our mission to propel businesses towards rapid growth, ensuring your success is interwoven with every aspect of our approach.

This deep commitment to RevOps stems from the very core of our leadership. Our two founders, veterans of the sales and marketing world with extensive experience in television and Fortune 500 companies, bring a wealth of knowledge and expertise to the table. They understand the challenges and opportunities businesses face, and they've built Wave to be the ultimate partner in your growth journey.

Our focus is on streamlining RevOps for our clients. As a result, Wave provides strategies that address sales, marketing and customer success. Each contributing to building pipeline, accelerating deal cycles, and improving relationships. Our mission is to ensure you have the ideal customer experience and that we become your best partner.