

**GROWING YOUR
REVENUE IS OUR
BUSINESS.**

Wave

BUSINESS

Inside Sales Outsourcing

Business Development Representatives help you to follow-up, engage, and generate pipeline with prospective customers to grow your business.

Why Outsource?

Dedicated to Your Company

Wave provides B2B companies with dedicated, fully managed Business Development Representatives (BDRs) that utilize your @domain.com.

Flexible Pricing Options

Every company is unique and pricing needs to be flexible. We offer a flat subscription with any optional commissions or bonuses for your team dependent on your organization.

Powered by Wave

Our certification with leading sales engagement platforms ensures your Business Development Representatives (BDRs) are equipped for success and you're in control of all data for full transparency and realtime reporting.

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

Business Development Representatives (BDRs) are the growth engines of an organization, responsible for identifying, nurturing, and converting potential customers into paying clients. They act as frontline ambassadors, actively seeking out new business opportunities through various channels.

Challenge

While Business Development Representatives (BDRs) play a crucial role in driving revenue and growth, their costs can present several challenges for organizations. This role often has a high turnover rate, averaging 18-30 months. Therefore, the resource burden of recruitment, training, infrastructure, employee benefits and oversight can make this a very expensive in-house hire.

Solution

Outsourcing with Wave provides businesses with dedicated Business Development Representatives (BDR'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 Business Development Representatives (BDRs) connect with prospects and qualify leads for your senior salespeople, increasing productivity.

Engagement

Contracted Business Development Representatives (BDR's) work alongside your in-house team to synergistically generate pipeline, manage prospects and promote your business. With dedicated inside sales personnel supporting your senior salespeople, 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.