

**GROWING YOUR
REVENUE IS OUR
BUSINESS.**

wave

INSIDE

Inside Sales Outsourcing

Inside Sales Representatives help you to achieve your sales goals by qualifying leads, closing deals, and fostering relationships with potential and current customers.

Why Outsource?

Dedicated to Your Company

Wave provides B2B companies with dedicated, fully managed Inside Sales Representatives (ISRs) 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 Inside Sales Representatives (ISRs) 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

Inside Sales Representatives (ISRs) are the backbone of a company's sales engine. They are the frontline force responsible for identifying, qualifying, and nurturing leads, ultimately driving revenue growth and expansion. This role has seen business unit specialization, namely: Business Development Representatives (BDRs), Sales Development Representatives (SDRs), and Channel Development Representatives (CDRs) to increase efficiency.

Challenge

While Inside Sales Representatives (ISRs) play a crucial role in building strong relationships with clients, overhead presents several challenges for organizations. This role often experiences high turnover rates, and difficulty measuring ROI, resulting in a higher cost burden of recruitment, training, infrastructure, employee benefits and oversight.

Solution

Outsourcing with Wave provides businesses with dedicated Inside Sales Representatives (ISRs) 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 Inside Sales Representatives (ISRs) will become sales force multipliers, significantly increasing lead conversion rates and driving revenue growth for your organization.

Engagement

Contracted Inside Sales Representatives (ISRs) 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.