



WHY OUTSOURCE INSIDE SALES?



TOP 5 OBSTACLES THAT BLOCK REVENUE GROWTH



1

OPERATIONAL COSTS



W2 OVERHEAD

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**Recruitment, training, infrastructure,
and employee benefits can
significantly impact your budget.**



OUTSOURCING

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**Companies that outsource inside sales
can achieve a cost savings of up to
30% compared to building and
managing their own inside sales team.**



SALARY

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By leveraging cost advantages in strategic US locations, you can significantly reduce your talent acquisition costs.



MANAGEMENT

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**Wave manages your team, freeing up
your internal resources to focus on
core business functions.**



BENEFITS

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Lower cost-of-living areas often see lower premiums for employee health insurance and other benefits.



REDUCED TURNOVER

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Lower cost of living areas often attract talent seeking a better work-life balance and lower personal expenses.



2

RECRUITMENT COSTS





TALENT ACQUISITION

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Attracting and retaining top talent in a competitive market can be a challenge.



JOB POSTING

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**Premium job posting can aid
recruitment efforts, is expense.**



SCREENING

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**Screening and evaluating candidates
for next steps represents a significant
investment for any business.**



INTERVIEWS

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By outsourcing the interviewing process, you can avoid the costs associated with internal hiring efforts.



ADMINISTRATIVE

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Wave handles all administrative tasks associated with recruitment, from initial paperwork to onboarding.



3

LIMITED SCALABILITY



SCALABILITY

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**Expanding your team quickly to meet
changing market demands can be
difficult and resource-intensive.**



FASTER ONBOARDING

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**Our streamlined onboarding process
allows us to quickly integrate new
team members and bring them up to
speed on your business, products, and
target audience.**



FLEXIBLE STAFFING

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**We adjust team size based on your
needs, and business growth dictates.**



INTEGRATION

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**Our technology partners adhere to the
highest security standards.**



EXPERTISE

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**Access specialized expertise within a
wide range of revenue team roles.**



4

SPECIALIZED TEAMS



SPECIALIZATION

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**Building a successful team with
specialized expertise across inside
sales, requires significant experience.**



PRODUCTIVITY

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Specialized Inside sales roles increase efficiency by focusing on specific tasks for a desired result.



ENGAGEMENT

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Our team works to understand the nuances of your industry, enabling us to craft compelling campaigns that resonate with your target audience.



REVENUE OPERATIONS

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Proven track record of building and leading high-performing teams in all stages of the revenue lifecycle, from initial prospect engagement to customer renewals.



DEDICATED TEAMS

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We assign dedicated revenue team members to work on your business goals alongside your direct team to understand and achieve objectives.



5

METRICS



KPI

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**Lack of data insights and analytics can
hinder optimization and continuous
improvement.**



TECHNOLOGY

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Our team utilizes advanced analytics and reporting tools to identify areas for improvement and optimize your campaigns for maximum ROI.



PLAYBOOKS

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Our playbooks are designed to
maximize efficiency, optimize
workflows, and increase engagement.



REPORTING

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**We provide comprehensive reports
and data visualizations that allow you
to track progress and measure
success.**



DATA DRIVEN

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**Like any employee, your dedicated
inside sales representatives leverage
your CRM ensuring all data stays
within your silo'd workspace.**

LEARN MORE



Book an appointment

