

# REVENEER FLEX

## Our proven inside sales process, powered by your team.

There's a lot that goes into building, managing and retaining a high-performing outbound sales team. It's that much more challenging in today's work environment, where you may have a small sales team, with SDRs working remotely or struggling to prospect without hands-on coaching or camaraderie. That's where Reveneer Flex comes in. We give your team the training, tools and community they need to up their game and generate a high quality pipeline like never before.

## Our expertise plus your team—a formula for success

Reveneer Flex brings our data-driven, proven inside sales process to your organization. We recruit, train and manage your team, provide them with a technology stack and gamification, and immerse them in our large, dynamic community of SDRs. We deliver regular reporting and analytics, partnering with you to hone your sales strategy based on the data and insights your team gathers through their calls.

## What you get with Reveneer Flex

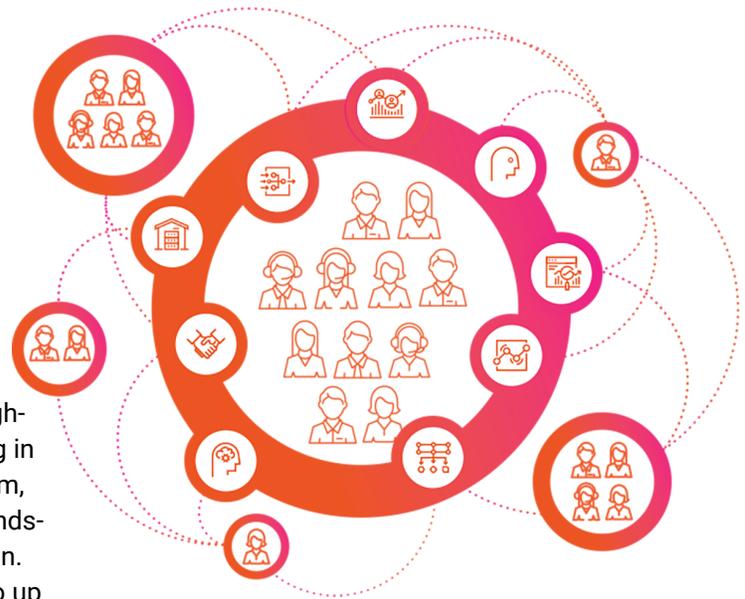
You pay an all-inclusive monthly fee, and our expert sales development managers take care of the rest. That includes:

### Recruitment done right

We've recruited and trained hundreds of SDRs and understand the attributes that allow them to grow and thrive in a process-oriented, metrics-driven environment. We can build a team for your organization that's ideally suited to your revenue-generation goals.

### Sales process and playbook development

We don't just manage your go-to-market strategy; we help you craft it. We talk with your stakeholders, do a deep dive into your products and develop a comprehensive playbook that evolves over time based on what we learn: the best strategies for overcoming objections, the best times to call, etc.



## Reveneer Flex Services

- Talent Acquisition
- Outbound Playbook Development
- Technology Stack & Integration
- Ongoing Training & Coaching
- Real-time Dashboards & Reporting
- Designated Leadership Team
- Gamification
- Community Engagement
- Data Aggregation & Analytics
- Conversational Insights

## Training and management

We train your team in the science of conversation generation and help them up with ongoing coaching, through a combination of one-on-one coaching, on-demand content, shared calling blocks and group sessions. Our Sales Development team will help craft daily cadences leveraging phone and email to maximize results. It's a persistent, supportive regimen that gets results.

## Tools and technology

Say goodbye to trial and error and lost capital in unnecessary technology purchases. We've created the optimal tech stack to empower SDR teams, including call dialing, email sequencing, real-time communication, conversational analysis and gamification, all accessible through Reveneer. If any problems or questions arise, our Sales Operations team is there for support.

## Community and engagement

When SDRs feel connected and engaged, they're more likely to succeed—and less likely to burn out. At Reveneer, we know how to break down barriers of teamwork to ensure that no one is operating alone. Your SDRs become virtual colleagues with dozens of others, creating a community with opportunities to learn from each other—and space for a little friendly competition. During our weekly and monthly company meetings, we'll recognize individual performance and celebrate when they achieve key milestones.

## Ongoing monitoring and reporting

You'll have access to customizable dashboards that allow you to monitor and track the performance of your team in real time. We'll also keep you up to date with weekly huddles where we'll share detailed analyses of results and key metrics such as connect rates, conversation rates, meetings scheduled and meetings delivered.

## Data aggregation and analytics

While your team is delivering results, Reveneer is aggregating and analyzing the data to surface hidden opportunities to accelerate your go-to-market strategy. When it comes to data and insights, the possibilities are limitless.

## A dedicated customer success team

Our team will work closely with yours to ensure we achieve the outcomes we modeled. At monthly leadership reviews and quarterly business reviews, we'll share data along with the insights your team has gathered, including trends, common objections and feedback on your product. We'll provide solutions for removing bottlenecks and getting better results.

## Ready to Rev your sales engine?

Let's talk to see if Reveneer Flex is the right fit for your company's sales goals.

