

REVENEER

A complete outsourced inside sales solution, powered by the Reveneer team.

Building and managing your own outbound sales team is a complex and time-consuming undertaking. If you don't have the time, space or expertise to manage your own team, or you want to stay focused on other priorities, Reveneer One is the ideal solution. Inside sales is all we do—and we've got it down to a science.



With Reveneer One, you get a highly trained, fully dedicated SDR team that acts as an embedded extension of your sales infrastructure. We build and launch your complete operation in about 45 days, then manage a proven outbound, phone-first cadence to generate quality conversations with key stakeholders in your target market. We measure success by the value of pipeline generated and volume of business booked. Everything we do is driven by data—from the call cadences we design to the strategic adjustments we make along the way as we uncover valuable insights.

What you get with Reveneer One

For an all-inclusive monthly fee, we deliver a complete inside sales operation, based at our office. This includes:

Sales process and playbook development

We're not here to fill your pipeline for the sake of filling it. Our goal is to deliver qualified opportunities that drive revenue. We work closely with your team, talking with stakeholders in different functional areas of your organization to understand your value proposition. We then map out the whole sales process from new account to close in a comprehensive playbook that evolves over time based on what we learn.

An elite, dedicated team of SDRs

We hire the kind of professionals we've found to be ideal for outbound sales: Smart, perceptive, quick on their feet and willing to listen. Your team acts as an extension of your organization but works side by side with other teams on our high-energy sales floor. It's an environment that boosts performance through collaboration and friendly competition.



Reveneer One Services

- Talent Acquisition
- Outbound Playbook Development
- Tech Stack & Integration
- Ongoing Training & Coaching
- Real-time Dashboards & Reporting
- Designated Leadership Team
- Data Aggregation & Analytics
- Conversational Insights
- Performance Management

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Training and management

In two weeks, we train your team in the science of conversation generation, with a combination of classroom learning and hands-on practice. Once your sales operation is underway, we provide expert management and ongoing coaching by our Training and Sales Development teams and managers promoted from within Reveneer and fluent in our winning methodology.

Tools and technology

We bring a signature tech stack designed to optimize our SDRs' performance, which we integrate with your Salesforce instance. It includes tools like click-to-call dialing, email sequencing, real-time communication, conversational analysis and gamification—all in a single platform. Our Sales Operations team will be there every step of the way to ensure everything is running efficiently and help troubleshoot if any issues arise.



You'll have access to customizable dashboards that allow you to remotely 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 strategies for optimizing performance.



Data aggregation and analysis

While your team is delivering results, Reveneer is aggregating and analyzing the data to surface insights and hidden opportunities that accelerate your go-to-market strategy.

A dedicated customer success team

Your team, led by a Customer Success Manager, will work closely with you to ensure we achieve the outcomes we modeled. At monthly leadership reviews and quarterly business reviews we'll share data along with the insights we've 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 One is the right fit for your company's sales goals.

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