

A woman with long red hair, wearing a white button-down shirt and a dark skirt, is standing in an office and talking on a mobile phone. The office has several desks with computers and chairs. The entire image has a blue overlay.

**wave**  
representatives

# WaveOutreach

Sales Development Representative  
Professional Outsourcing Service

# WaveOutreach Capabilities

Interviewing, hiring, training and managing a team of professional Sales Development Representatives just got easier.

## WaveOutreach Benefits

### Dedicated to Your Company

WaveOutreach provides companies with dedicated Sales Development Representatives that utilize your @domain.com address but are fully managed by Wave Representatives.

### Flexible Pricing Options

Every company is unique and pricing needs to be flexible. We offer a flat subscription or hybrid subscription + commission plans depending on what works best for your organization.

### Powered by Wave Representatives

Wave Representatives has invested tens of thousands of dollars into leading technologies that power your Sales Development Representatives for success and full transparency through our automated reporting.

## Overview

Today, many businesses are optimizing their workforce by breaking their sales and marketing departments into specialized teams. By adding entry-level positions focused on removing time-consuming responsibilities from higher-paid team members, companies are increasing efficiency and profitability.

## Challenge

The key to a strong sales pipeline is a continuous flow of qualified meetings and sales opportunities. Sales Development Representatives (SDRs) have become an essential role for any organization looking to grow their sales funnel. However, the resource burden of hiring, training, provisioning, and managing entry-level new hires can be overwhelming, costly, and pulls resources away from core business functions.

## Solution

WaveOutreach SDR outsourcing provides businesses with all of the benefits of dedicated SDRs minus the overhead. Unlike other services, WaveOutreach provides personnel at a flexible rate, making scalability predictable and straightforward. We've also eliminated cumbersome contractual agreements and setup fees.

## Benefits

Managed SDRs can provide the account research, prospecting, and lead qualification needed to deliver more customer engagements, allowing your direct salespeople to focus on selling. Your dedicated SDRs will leverage our technology stack, providing them with specialized sales engagement and conversational intelligence software, enabling them to connect with hard to reach, sought-after prospects while minimizing customer acquisition costs and implementation complexity.

## Engagement

Wave Representatives will engage with your team during the implementation process to ensure your new SDRs are successful.

We deliver a transparent metric-driven solution to ensure that leadership can track individual performance. We provide weekly status reports and ongoing sales training, so your SDRs are operating optimally.

## Your Best Partner™

Wave Representatives™ builds pipeline for B2B companies through inbound and outbound customer engagement, unburdening your quota-carrying sales executives from engaging in time-consuming prospecting and allowing them to spend their time selling to qualified leads.

Top brands within enterprise storage, software, and physical security have entrusted Wave Representatives™ to build their pipeline.