



Sales as a Managed Service™

We build and manage high performing sales teams.



Sales strategy and execution is hard.

Building and running a first rate sales operation is no easy feat. Winning in the marketplace requires constant training and coaching. Keeping your sales playbook and technology stack fresh are the bare minimum. Only with the right measurement is continuous improvement possible.

Common scenarios for sales as a managed service.

Select a process or function of your sales operations that needs a boost.



EXECUTE SALES SPECIALIZATION

Add sales development resources, so your current team can develop and close.



EXTEND EXISTING TEAM

Increase full funnel selling capacity to an existing team, fast.



MANAGE SALES OPERATIONS

Assume responsibility for your sales function, prospect to close.



WIN NEW MARKET

Assess "fit" in a new market, before allocating valuable internal resources.



DEVELOP NEW CHANNELS

Build out a reseller network to lower customer acquisition costs.



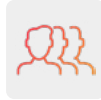
Your blueprint for success.

Engineered from eight critical success factors, we can stand up a fully functional, high performance inside sales team in the time it takes you to recruit one new sales hire.



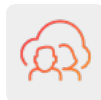
Sales Playbook

Why customers buy and what to say backed by clear selling processes.



People

Stand up a high performance sales team, dedicated to you, in 30 days.



Environment

Vibrant, collaborative environment to sustain high energy levels.



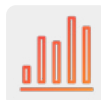
Training

A targeted training program to keep your team's skills razor sharp.



Technical Stack

Handpicked engagement and productivity tools that your team needs.



Live Dashboard

Remotely monitor sales team performance from anywhere, anytime.



Weekly Huddles

Optimize sales operations performance with data-driven strategies.



Account Management

Executive-level engagement working with you to deliver outcomes.

Download the getRaaS Blueprint™

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We build trust and partnership.

Development of a clear and focused project is critical to great outcomes. Working together, we start with a Strategy Workshop to complete a rapid assessment process and develop SMART goals for the project. Our engagements typically begin with a 90-day Proof of Concept.

An experienced sales leader works closely with you to ensure we achieve the desired outcomes. We huddle with you regularly to analyze results and fine-tune execution.

” *We run custom-built sales operations, so you can add customers fast, without having to deal with the complexity.”*

Pricing and packaging options.

We offer a variety of options and prices to support your sales goals. All projects are subject to an initial setup and onboarding fee.

Sales as a Managed Service

Clients, particularly those looking for help to drive sales daily, trust us to build and manage their inside sales teams. Our outsourced sales specialists work remotely or on-site with your team. We offer a range of managed services to meet your needs. Prices start at \$7,896 monthly.

Bundled Projects

We understand that sometimes distinct projects require extra resources, or a new market test requires more resources quickly. We offer a selection of packages in which bundled days can be purchased upfront and used as and when required. Prices start at \$376 daily.

Retained Contracts

We offer additional discounts for those prepared to commit to longer term contracts. The more resources you buy and the longer commitment you make, the less you pay. The minimum contract term of 12 months. Discounts can reach 22 percent.



Demand generation services add-on.

Marketing alignment with sales is a force multiplier. Because buyers are more educated than ever, we offer demand generation services to optimize the impact of inbound marketing. The ultimate aim is always to generate quality sales qualified leads (SQLs).

Prices start at \$2,995 monthly.

Download the **getDGS Overview™**

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