

Could a Sales-Force-Multiplier Work for Us?

VCs

The efficiencies of **fractional outsourcing** in the Sales & Marketing demand process routinely deliver >8x.

Question: Do any portfolio holdings have sales needs around higher velocity or sharper, targeted market geos? Or more ACCURATE pipelines and forecast?

The precise tracking of these models build bridges between sales & marketing to shift this functional design from cost center ... to long-term investment.

If your firm's cash-flow rights permit exploring ways to inject fast and lasting sales process impact; Then minimize risk in your portfolio and follow the sea-lanes already established by SaaS and other high-growth firms.

PE Firms

Incubator Teams



CROs

CFOs

DID YOU KNOW: The ROIs on a properly built Inside Sales or SDR function routinely exceed 8x; often with discount rates of 12% or more.

Ask for an **ROI calculator** to take control and enter your own goals. See for yourself. Then book a feasibility discussion.

Pipeline accuracy and 'totally trackable' metrics give you an accurate forecast for a change. Know your sales course, direction, and position with exactitude.

The resource value of SDRs and ISRs is proven in mature organizations needing to open seller bandwidth. In startups, the scale and penetration speed is a force-multiplier done at a fraction of the investment vs. field sales.

Explore how fractional SDR/ISR leadership could steer your department to the optimal short or long-term route.

HR / People Ops

Sales Leaders

Lead & Opportunity generation programs are "All-Ahead-Flank" with CrowneGuide. Short- and Long-term outsourcing programs can free up bandwidth for your team.

Question: Is seller **turnover** in the early stage of **on-boarding** a concern? How well equipped are your sellers in 90-days. Do you get fooled by professional interviewers? Outsourced hiring and orientation program catapult associates to much faster success.

Hint: Imparting new hires with 'culture' can often mean giving them -- and you -- RESULTS. A documented, no-surprises, world-class onboarding stabilizes your new hires; Turning them into raving fans and slashes 90-day failures by over 75% and imprints your brand deep into its newest ambassadors. Stop the fire-hose approach. Explore a custom-built experience - and let us take the helm.

