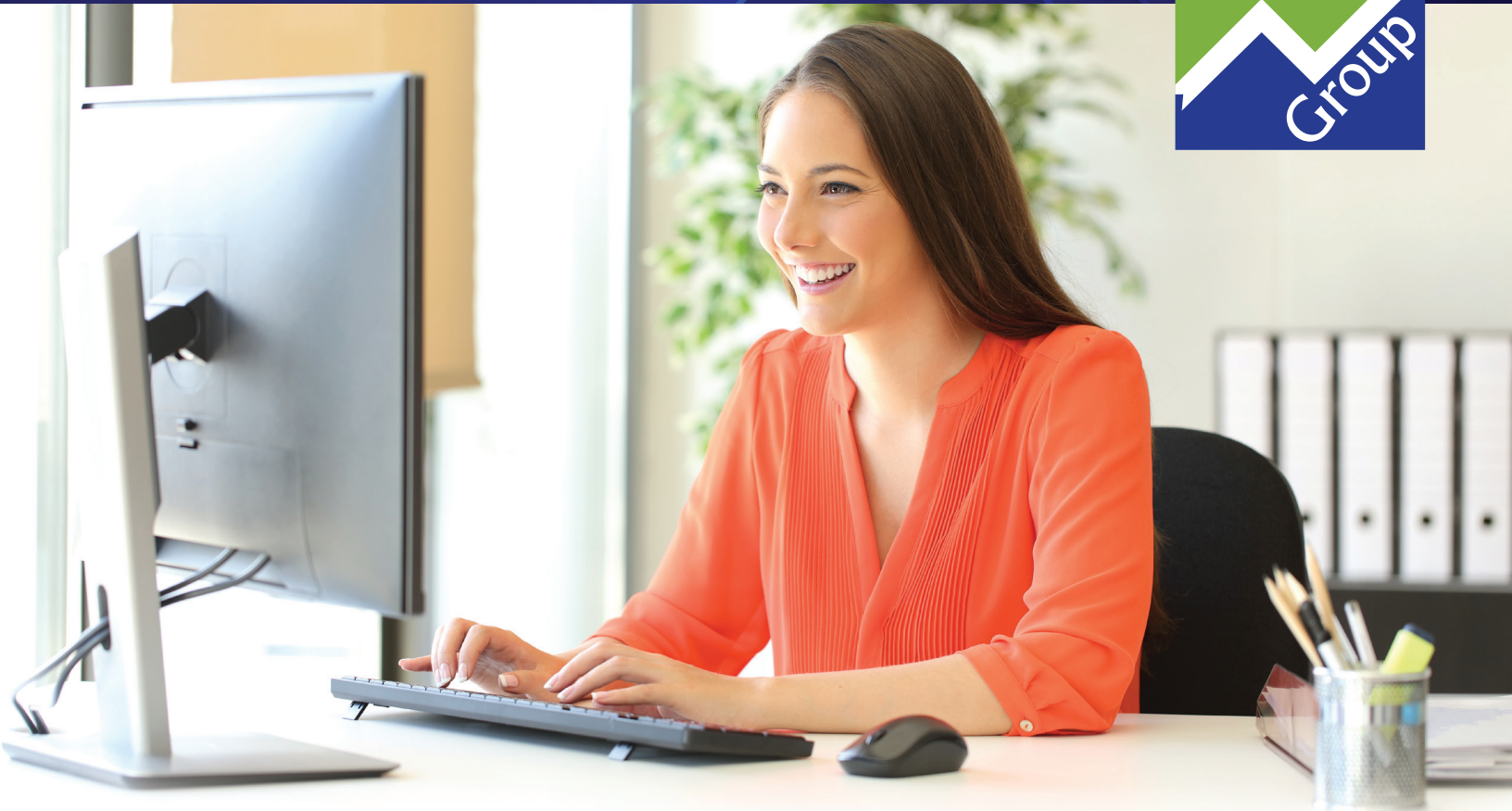


Virtual Sales Development Rep



Do you want to increase sales and wish your sales team would make more outbound sales calls? Wish your sales team would produce more sales in a predictable and scalable manner? You've come to the right place!

Our Virtual Sales Development Rep will follow our outbound sales process based on best practices and experience that will help identify more prospects for your sales team to close. We are offering a Virtual Sales Solution... a monthly subscription service that provides you with a sales rep, the qualified leads, process, oversight, structure, and coaching needed to increase the number of qualified leads your sales team can bring into the pipeline.

It's not just because we have the experience and best practices that allow's us to launch your new sales program in as little as 30-60 days. It's not just because we have deep knowledge of and experience on sales operations, management, coaching and execution. It's because we know how to provoke the right contacts at the right time, converting more prospects into leads for your sales team to convert into customers.

What does this mean to you? Maven Sales Group delivers growth-oriented outbound sales programs that increase market share and build profitability, and we know that we do it like no one else. We have a proven process, although customized for each client, that we know will work in the B2B Sales Funnel.

Everyone knows that traditional sales strategies won't deliver growth today or be sustainable tomorrow. Maven Sales Group partners with your business and your sales team. We'll bring your business strategies to market quickly and create successful, repeatable results.

Most importantly, we'll provide you with the data and feedback needed so you can make business decisions with confidence. Every action we take is documented in HubSpot, providing the clarity and instant access that's needed to make business decisions and changes quickly.

The Virtual SDR Program

As a part of the Virtual SDR program, Maven will provide the following:

- Review and modify your current sales and marketing message
- Review and modify your existing Buyer Personas
- Review and modify your existing sales and marketing collateral
- Review and modify your existing sales scripts and emails
- Provide strategy and content recommendations to your sales & marketing team based on market feedback
- Define the Sales Funnel that exists between sales and marketing
- Work with your marketing team to determine proper segmentation of current leads in the database
- Design the sales process as determined by your buyers' journey
- Make recommendations on changes to current process, offering, and people
- Provide lead management of the leads being worked by our SDR
- Determine your Lead Classification Structure and Implement
- Develop and integrate HubSpot CRM for our SDR and your Sales Team, if desired
- Manage your HubSpot CRM
- Develop and execute an outbound cadence
- Create the appropriate phone scripts for the cadence voicemails
- Write the appropriate emails for the cadence emails
- Manage the Marketing Qualified Leads (MQL) until either disqualified, submitted as Sales Qualified Lead (SQL), or entered into a marketing drip campaign that you will manage
- Submit SQL's to your sales manager after the lead goes through a qualification process
- Conduct monthly reporting and reviews with your management team
- Conduct weekly standing calls with your sales & marketing teams to review progress and discuss market feedback

By enrolling in this program, utilizing our Sales Rep, with the process and sales operations managed by us, your sales team can reach heights that they've never reached before. Our program can be used by sales leaders to create more leads for your team or by business owners wanting more top-line revenue. Either way, watch your sales numbers grow.

Let us help you take your business to the next level by call 410-406-7274 or [sending us an email by clicking here!](#)