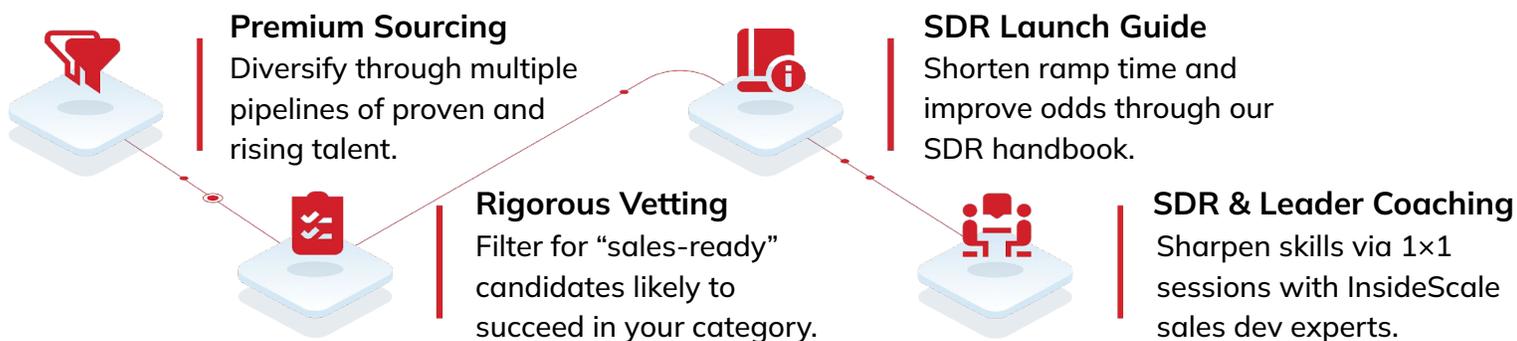# SALES DEV ROLES
ARE EVOLVING...

Automation and AI explosions created a tough outbound climate. Sales dev roles are hard to get right, and the bar keeps getting higher. Trust proven leaders to find market-ready talent (for your business).

YOUR PROCESS SHOULD, TOO!

Premium Sourcing
Diversify through multiple pipelines of proven and rising talent.

Rigorous Vetting
Filter for "sales-ready" candidates likely to succeed in your category.

SDR Launch Guide
Shorten ramp time and improve odds through our SDR handbook.

SDR & Leader Coaching
Sharpen skills via 1×1 sessions with InsideScale sales dev experts.

STAFF UP WITHOUT CUTTING CORNERS

	SDRs	Senior SDRs	Sales Dev Leaders
US-Based Talent	✅	✅	✅
Screened & Tested	✅	✅	✅
References + Security Check	✅	✅	✅
InsideScale Coaching	✅	✅	✅
InsideScale Enablement	✅	✅	✅
Sales Dev Experience		✅	✅
Industry / Category Experience		✅	✅
Sales Leadership Experience			✅
Fee (% of 1st Year Salary)	12%	15%	18%

🔵 HeyGen   ▣Front   ✳ Sourcegraph   ▦ Clearbit   ◑ ConductorOne