

THE PROBLEM

Building a sales team is slow and expensive.

You hire, you train, you wait, and months later you find out the approach was wrong. By then your competitors are already talking to the buyers you wanted, and you're starting the whole thing over again.

WHAT WE DO

We find the companies that are ready to buy.

We start with your closed deals to work out who actually buys from you, then track the market for companies showing signs they're ready and research each one. **Then a rep on our team makes the call.** You get pipeline without building the machinery behind it.

How it works

Most clients are live in six weeks.



01 / MODEL

Model your market

We look at the deals you have won and lost to work out what a good customer looks like, then find every company that matches.



02 / SCORE

Score and prioritize

Hiring, funding, and new tech all tell us something's changed. We score every account on fit and timing, so the best ones go first.



03 / ENGAGE

A person takes over

When an account has been researched and is showing interest, one of our reps calls them and sets up the intro with your team.



04 / COMPOUND

The targeting improves

Every reply and every meeting tells us something. The targeting gets better each month and your cost per meeting drops.

What it adds up to

The four pieces we run for you.

AI warms the account

Research, scoring, and outreach across email, LinkedIn, and more.

+ People make the calls

Our reps qualify, call, and set up the introduction with your team.

+ RevOps workflows

Automation so deals keep moving without someone chasing them.

+ CRM management

Your pipeline stays clean and current as it grows.

= More pipeline, more revenue, and none of it waits on your next hire.

PROOF

\$3.1M+

Revenue added across clients

~280%

ROI for select long-term partners

Metquay

LABTECH · AI OUTBOUND ENGINE

\$753K in one-time revenue sourced and **\$245K ARR added**, in a market spread across thousands of small labs.

Boon

HR TECH · OUTBOUND + CRM AUTOMATION

\$183K ARR sourced. The CRM and workflow automation we built helped their team close another **\$240K ARR.**

MARKETS WE HAVE BUILT FOR

FinTech · RegTech · LabTech · HR · K12 Education · Hospitality · Insurance · Energy · GovTech

What gets built

All of it runs in your own stack

Research agents

Account and contact research that never stops

Scoring and routing

Best-fit accounts first, when they're actually moving

Outbound agents

Email, LinkedIn, and more. Calls stay with our people

Enrichment

Contact data checked and kept up to date

CRM and RevOps

Pipeline stages, properties, and automation

Live reporting

See what's working, inside your own CRM

YOU OWN IT

Everything we build sits in your environment, on your data, and it belongs to you. **If we stop working together, it keeps running.**

30 minutes to see if it makes sense. No hard pitch.

We look at how you sell now, tell you what we'd build, and what the first 90 days would look like.

Book a strategy call

GREATERSCALE.IO