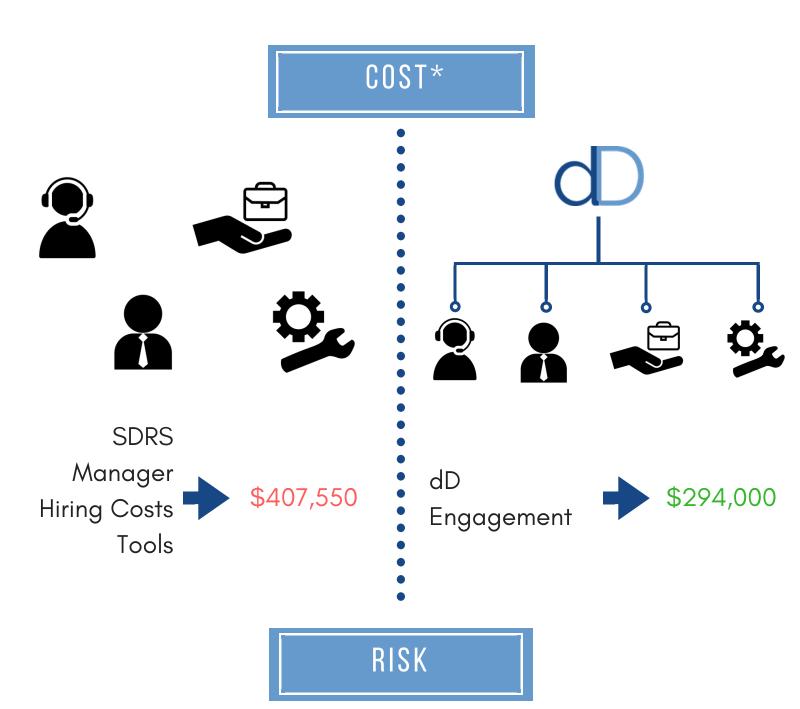
## **OUTSOURCE OR HIRE?**

THE TRUE COST OF YOUR SDR TEAM

## INTERNAL TEAM vs demandDrive



- Turnover costs and employee loss impact overall performance
- High Opportunity Cost of team picking up the slack of lost reps
- Training and SDR oversight is shirked for other responsibilities



- Turnover and performance dips mitigated by SDR Reservoir
- Solely dedicated to Sales Development function
- Expert Guidance on how to train and manage your team



## **IMPLEMENTATION**

Can take months to fully ramp up



Ready to go in a few weeks

## INTERNAL TEAM vs demandDrive

\*The above numbers represent the national salary and employment cost averages in the tech space for a team of 3 SDRs —Info gathered by infoAnalytica







