Let us show you how we can increase customer satisfaction and drive revenue for your business.

Young or emerging companies often have little or no experience deploying sales teams. Focus can be split between product development and sales. Limited bandwidth of managing sales teams for continuous improvement.

63% of managers believe the pace of technological change in their workplaces is too slow.4

Many companies lack the expertise to integrate tools successfully into a cohesive tech stack. Limited capacity to pivot and adjust to new markets and evolving challenges.

Infrastructure (facilities, equipment, overhead) are often not designed to meet growth needs.

The cost of living index in Los Angeles, San Francisco, or New York is up to 157% higher than Ogden, UT.1

On average, new sales hires spend 10 weeks in training and only become productive after 11.2 months.2

Sales rep turnover is exceedingly expensive, with one DePaul University study reporting that it costs organizations $97,960 to replace the average sales rep (or a modified version).3

MarketStar is 39% faster from the time a job req is opened, to when an offer is extended, than the national average.

MarketStar can hire sales teams in 6 to 8 weeks, more than 50% faster than in-house.

MarketStar scales sales teams from five reps to 100 in under 12 weeks.

Global footprint, with 10 global offices covering more than 60 countries.

Flexible and agile — can scale their dedicated sales teams up or down to meet demand.

**IN-HOUSE VS. OUTSOURCED SALES TEAM TO MARKETSTAR**

<table>
<thead>
<tr>
<th>IN-HOUSE</th>
<th>OUTSOURCED</th>
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</thead>
<tbody>
<tr>
<td>Speed to hire</td>
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<tr>
<td>Scalability</td>
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</tr>
<tr>
<td>Enablement and technology stack</td>
<td>Cutting-edge technologies including CRM, Voice AI, and automation to optimize sales processes.</td>
</tr>
<tr>
<td>Experience and expertise</td>
<td>Real-time analytics that provide 40 unique analyses to constantly improve rep performance.</td>
</tr>
<tr>
<td>Risk management</td>
<td>Outsourced sales resources who actively add your brand to the list of accounts.</td>
</tr>
</tbody>
</table>

**Sources**

1  https://www.bestplaces.net/cost-of-living/

**Let's Talk**