



Introduction to

rev.space
group



Supporting companies that sell into the world's most **demanding** organisations

Many of our clients operate in markets where growth depends on winning and expanding within **large, complex organisations.**

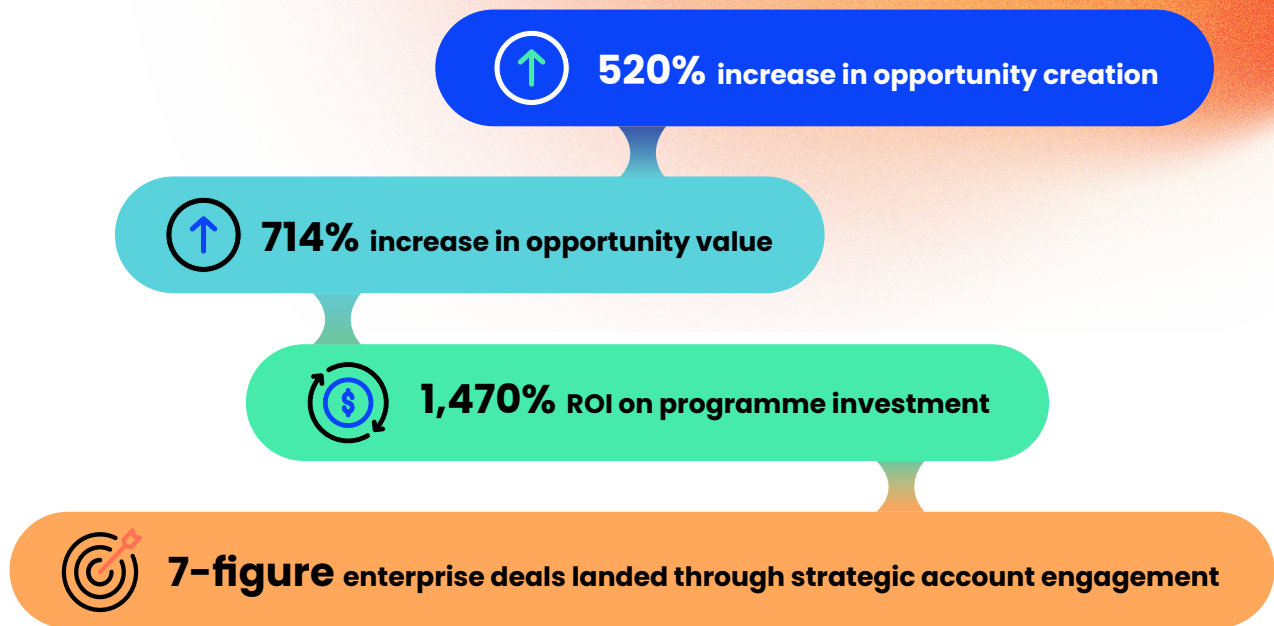
These environments often involve long sales cycles, multiple stakeholders and the need for coordinated engagement across sales, marketing and leadership teams.

Many of the companies we support operate in **complex ecosystems where multiple stakeholders influence buying decisions.**

rev.space helps organisations build the systems required to succeed in these environments.

Proven commercial impact

Across our client engagements, rev.space has helped organisations achieve outcomes including:



These results come from aligning **sales, marketing** and **revenue operations** around a coordinated growth system.



Supporting ambitious technology companies across **North America** and **Europe** to build scalable revenue systems.

How we help companies scale revenue

rev.space Group combines focused sprint programmes, commercial execution and revenue operations support to help organisations **fix the underlying systems that constrain growth** and **build scalable revenue engines**.



Sprint Programmes

As companies grow, revenue generation often becomes fragmented across teams, channels and partners. Growth becomes harder than it should, despite continued investment in sales and marketing.

Our sprint programmes are designed to quickly create clarity, alignment and momentum across the commercial system. They are typically the starting point for organisations where performance has plateaued or become unpredictable, but the root cause isn't yet clear.



Growth System Sprint



ABM System Build



AI Workflow Accelerator

Each sprint focuses on:

- Target accounts and market segments
- Partner and ecosystem channels
- Sales and marketing operating rhythms
- Pipeline visibility and revenue reporting

Creating a **go-to-market system** designed for scale.



Account-Based Marketing Enablement

Once the growth system is aligned, the next challenge is activating it within the accounts that matter most. Many organisations generate pipeline, but struggle to convert and expand within complex buying groups.

Account-Based Marketing brings sales and marketing together around strategic accounts and buying groups. We approach it as a commercial motion that aligns teams around shared accounts and shared revenue goals.

This includes:

- Identifying and prioritising strategic accounts
- Mapping key stakeholders and buying groups
- Aligning marketing activity with sales opportunities
- Establishing clear sales & marketing operating rhythms
- Building repeatable account engagement playbooks

The objective is to embed an account-based capability inside your organisation. Where additional support is valuable, rev.space can provide ongoing advisory and delivery retainers to help scale the approach across teams, regions or segments.








Revenue Operations & GTM Engineering

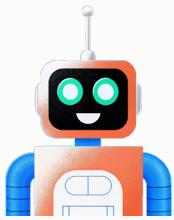
Even with the right strategy and account focus, growth can stall if the operational layer behind revenue isn't working effectively. Disconnected systems, inconsistent processes and limited visibility often prevent teams from executing effectively.

Through RevOpsLab and our GTM Engineering team, we help organisations design, build and optimise the systems that support their commercial teams.

This includes:






-  CRM and pipeline optimisation
-  Automated revenue workflows
-  Aligned reporting and forecasting
-  Practical sales enablement
-  Integrated sales and marketing systems

Creating a **reliable operational foundation** for scalable revenue.



AI-Enabled Revenue Workflows

AI is rapidly transforming how commercial teams operate. rev.space is an implementation partner and reseller of GrowthMesh, an emerging AI platform designed to embed specialist AI agents and trusted company knowledge directly into the flow of work, helping teams execute more effectively within the tools they already use.

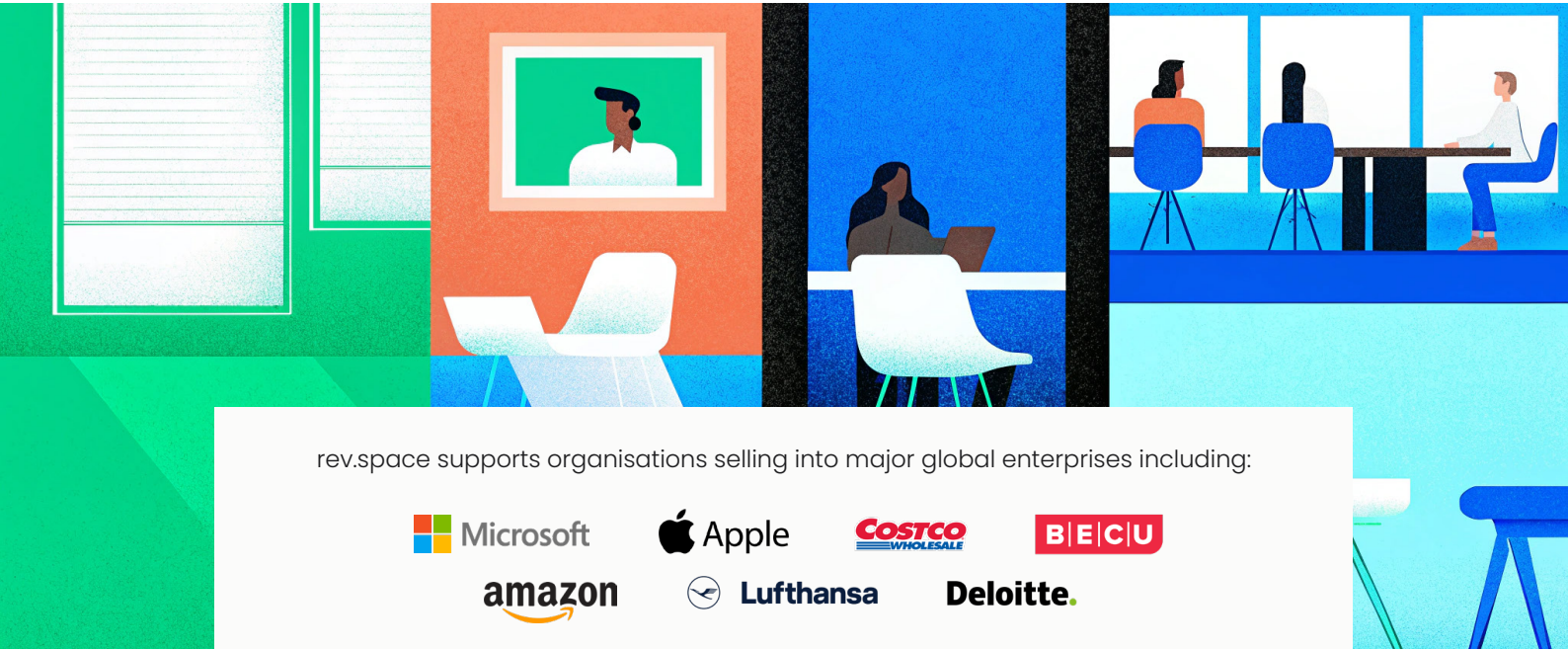
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In addition, our GTM Engineering team are highly experienced at building bespoke AI solutions, as well as enabling and integrating vendor solutions already available within your tech stack. Through RevOpsLab, we provide hands-on implementation and optimisation support, ensuring the systems we design are adopted, maintained and continuously improved as your organisation scales. We help organisations identify where AI can enhance revenue processes, from account intelligence to workflow automation, so teams spend more time progressing strategic opportunities.

Operating in **Enterprise Sales** Environments

Many of our client relationships are confidential, but the examples below illustrate the scale and complexity of the organisations our clients help serve.



rev.space supports organisations selling into major global enterprises including:

Microsoft

Apple

COSTCO
WHOLESALE

B|E|C|U

amazon

Lufthansa

Deloitte.

Our work typically involves designing the commercial systems required to win and expand within complex enterprise accounts.

Examples include:

- | | | |
|--|---|---|
| <p>Cybersecurity & Risk Advisory Firm</p> <p>Implementing HubSpot as the central revenue platform, introducing MEDDPICC sales methodology, improving reporting, delivering sales enablement and coaching, and creating 1:1 ABM assets to support enterprise account engagement.</p> | <p>AI Strategy & Consulting Firm</p> <p>Supporting leadership with growth strategy, delivering sales enablement and asset creation, organising targeted sales events and coaching sales managers to expand beyond a single anchor client and develop new enterprise relationships.</p> | <p>Marketing Technology Platform (DACH)</p> <p>RevOps modernisation and account-based growth strategy, including migration of commercial systems to HubSpot and improved pipeline visibility, supporting enterprise engagement with one of Europe's largest aviation groups.</p> |
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Across these engagements, rev.space supports clients through **Growth System Design, Revenue Operations, Sales Enablement and Account-Based Marketing** to help teams succeed in complex enterprise sales environments.

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