



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.**

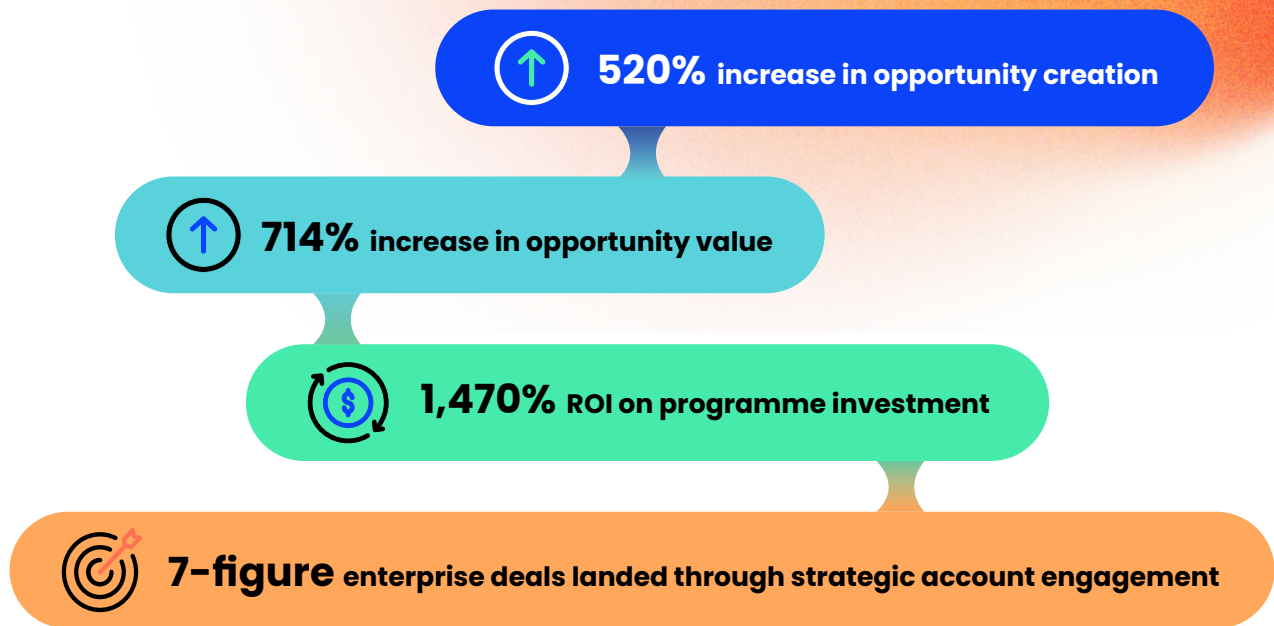
These environments often involve long sales cycles, multiple stakeholders and the need for coordinated engagement across sales, marketing and leadership teams.

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 helps organisations design and operationalise scalable revenue systems for complex enterprise sales environments.

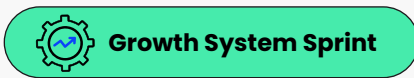
We combine focused sprint programmes, embedded commercial support and GTM operational expertise to help organisations build predictable, scalable growth.



Sprint Programmes

As organisations grow, revenue generation often becomes fragmented across teams, channels and customer segments. Growth becomes harder to scale despite continued investment in sales and marketing.

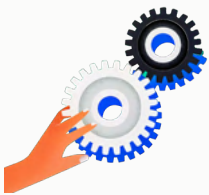
Our sprint programmes are designed to quickly create clarity, alignment and momentum across the commercial system.



Each sprint typically focuses on:

- Strategic accounts and buying groups
- Sales and marketing operating rhythms
- Pipeline visibility and forecasting
- Revenue operations alignment
- Workflow and AI opportunities
- Commercial systems and process optimisation

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



Embedded Growth Partnerships

For many organisations, identifying growth constraints is only the beginning.

Sustainable growth requires ongoing execution, operational support and commercial alignment.

rev.space works alongside leadership, sales, marketing and RevOps teams as an embedded growth partner, helping organisations operationalise strategy, improve execution and build internal commercial capability.

Our work often includes supporting enterprise sales motions, strategic account engagement and cross-functional commercial alignment as part of a **broader scalable revenue system**.

- Revenue operations leadership and optimisation
- GTM execution and programme support
- Strategic enterprise sales support
- Sales and marketing alignment
- Commercial reporting and forecasting
- AI-enabled workflow optimisation

The objective is to leave organisations with the systems, processes and internal capability required to operate independently as they continue to scale.



Revenue Operations + GTM Engineering

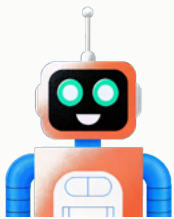
Even with the right strategy and commercial focus, growth can stall when the operational layer behind revenue is disconnected or inefficient.

Through RevOpsLab and our GTM Engineering team, rev.space helps organisations design, build and optimise the systems that support scalable revenue growth.

This includes:

- CRM and pipeline optimisation
- Revenue reporting and forecasting
- Integrated sales and marketing systems
- Automated revenue workflows
- Sales enablement infrastructure
- Commercial process optimisation

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.

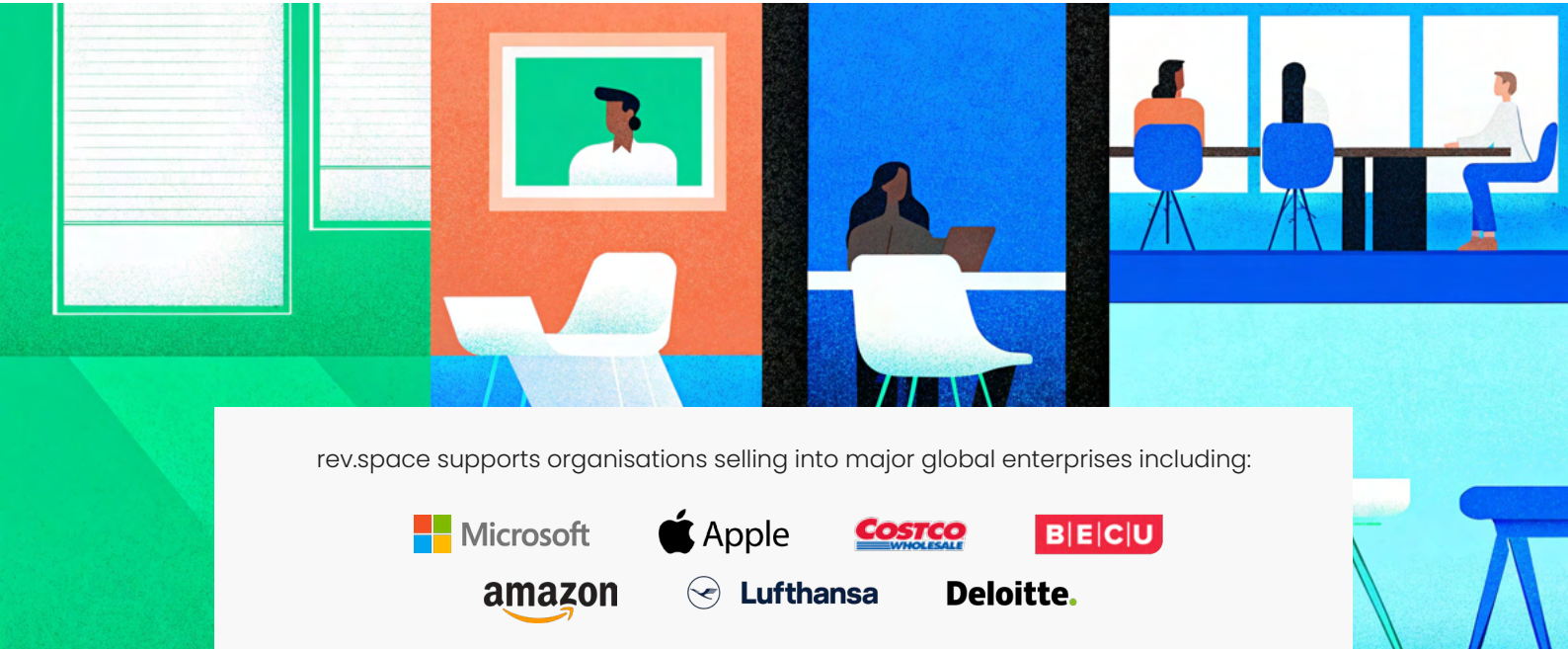
This includes:

- AI-assisted account intelligence
- Workflow automation
- AI-enabled sales support
- Commercial knowledge management
- Forecasting and reporting automation
- CRM and GTM platform integration

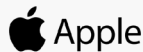
In addition, our GTM Engineering team are highly experienced at building bespoke AI solutions, as well as enabling and integrating vendor solutions already available within your tech stack. Through RevOpsLab, we provide hands-on implementation and optimisation support, ensuring the systems we design 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:



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

Examples include:

Cybersecurity & Risk Advisory Firm

Implementing HubSpot as the central revenue platform, introducing MEDDPIC sales methodology, improving reporting, delivering sales enablement and coaching, and creating tailored ABM and sales enablement assets to support enterprise account engagement.

AI Strategy & Consulting Firm

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.

Marketing Technology Platform (DACH)

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.

Across these engagements, rev.space supports clients through **Revenue Operations, GTM systems, ABM, Sales Enablement and Embedded Growth Partnerships**. Helping teams build the capability required to succeed in complex enterprise sales environments.

rev.
space
group