

**Company:** VXI - Los Angeles, CA

**Company Description:** VXI Global Solutions is a customer experience (CX) and business services provider specializing in customer care, sales, technical support, and CX transformation for global brands. With a presence in over 40 locations worldwide, VXI delivers tailored solutions through multilingual support, innovative technology, and high-performance teams.

**Nomination Category:** Achievement Categories

**Nomination Sub Category:** Achievement in Sales or Revenue Generation

**Nomination Title:** Building a \$300M+ Revenue Engine at a Woman-Led Sales Outsourcing Powerhouse



1. Outline the organization's achievements since the beginning of last year that you wish to bring to the judges' attention (up to 250 words):

**Total 246 words used.**

Since July 1, 2023, VXI has achieved record-breaking results in sales outsourcing:

- Secured 8 New Logo Wins in 2025: [REDACTED FOR PUBLICATION]
- **Awarded GOLD Stevie for Sales Outsourcing Provider of the Year (2025), Sales Operations Team of the Year (2025), Online Sales Team of the Year (2025)**—recognizing our strategic sales playbook, people+AI mindset, and our outcome base business model.
- **Expanded our Global Sales Training & Certification Program**[REDACTED FOR PUBLICATION] —boosting performance and ramp speed.
- **Launched an end-to-end AI-Powered Sales Enablement Platform**, including AI assessments for recruiting, AI training simulations, AI seller coaching and real-time feedback, AI sales co-pilot, and AI sales insights and recommendation.
- **Exceeded Performance Goals [REDACTED FOR PUBLICATION]**, delivering \$34M in additional revenue, a 26.9% sale conversion rate (goal 5%) and an \$1,475 average order value using chat for sales in 9 months since launch.
- **Drove \$34.3M+ in Upsell Revenue [REDACTED FOR PUBLICATION]**, became [REDACTED FOR PUBLICATION] #1 sales partner month over month, and exceeded revenue per call for value added services (>20% goal).
- **Generate \$16.5M in additional revenue [REDACTED FOR PUBLICATION]**, including 157% sales attainment on a customer winback campaign.
- **Generated over \$4.4M additional annual revenue [REDACTED FOR PUBLICATION]** including a 60% average conversion rate and became their #1 sale partner for average order value.

These wins reflect VXI's ability to execute quickly, scale efficiently, and deliver exceptional results under a modern, women-led leadership model that fuses empathy, rigor, and innovation.

2. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words):

**Total 93 words used.**

Our supporting materials include:

- **Client Case Studies** [REDACTED FOR PUBLICATION] detailing KPIs, outcomes, and sales strategies executed.
- **Press Release and Stevie Gold Award Recognition**, offering third-party validation of our performance and innovation.
- **Screenshots of our AI Sales Enablement Tools**, which show how data, coaching, and technology come together to improve conversions.

These materials confirm the results and impact in the last year. They also highlight how VXI's differentiated model—grounded in female leadership, measurable outcomes, and a modern sales ops structure—continues to deliver exceptional value in the business services space.

3. Briefly describe the nominated organization: history and past performance (up to 200 words):

**Total 144 words used.**

VXI Global Solutions is a women-minority owned business services company that has been delivering high-impact sales outsourcing solutions for more than two decades. With over 45,000 global employees, VXI specializes in building revenue engines for some of the world's most recognized B2B and B2C brands. Our capabilities span inbound and outbound sales, lead generation, subscription renewals, upsell, cross-sell, and winback campaigns.

VXI combines world-class sales talent, a proprietary sales certification program, AI-enabled sales technology, and an outcome-based pricing model to deliver measurable ROI. Our approach goes beyond traditional call center services and focuses on full-funnel revenue performance, from lead to lifetime customer value.

Our commitment to innovation, speed-to-impact, and scalable execution has enabled us to generate over \$300M in additional revenue for our clients. We continue to outperform competitors by maintaining a high standard of sales execution while delivering flexibility, transparency, and excellence.

4. Which will you submit for your nomination in this category, a video of up to five (5) minutes, explaining the nominated achievements since July 1 of 2023, OR written answers to the questions? (Choose one):

Written answers to the questions

5. If you are submitting a video of up to five (5) minutes in length, provide the URL of the video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video. If you are submitting written answers to the questions, provide them in the appropriate spaces below:
6. Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other players in your industry and/or to the organization's past performance (up to 250 words):

**Total 241 words used.**

VXI's achievements are significant because they represent a fundamental shift in how sales outsourcing is approached. In an industry often measured by hourly billing and commoditized labor, VXI has implemented an outcome-driven model supported by AI, sales coaching, and frontline enablement that delivers real ROI.

While many providers focus on staffing or hourly-based services, VXI has redefined what a true sales outsourcing partner looks like. In the last year alone, we launched a proprietary **AI-powered Sales Enablement Platform** [REDACTED FOR PUBLICATION]. This platform integrates AI into every phase of the sales process, from recruiting to real-time coaching and performance analytics, enabling sellers to ramp faster and sell smarter.

Client results reinforce our leadership:

· [REDACTED FOR PUBLICATION] we delivered a 26.9% chat-to-sale conversion rate (vs. a 5% goal) and \$34M in revenue in just 9 months—a performance more than **5x industry chat benchmarks**.

· We became the **#1 partner** [REDACTED FOR PUBLICATION], and outperformed three other providers [REDACTED FOR PUBLICATION], generating \$16.5M in winback revenue and exceeding goals by 157%.

· VXI [REDACTED FOR PUBLICATION] generate an additional \$4M in additional revenue via cross-sell and up-selling in Q3, after growing the team 150%. A significant win showcasing our speed to proficiency.

As a **women-led organization**, VXI brings a unique leadership lens that blends empathy, operational rigor, and innovation—delivering not only revenue growth, but long-term client trust and retention in a way few others in our space can match.

## Attachments/Videos/Links:

[Building a \\$300M+ Revenue Engine at a Woman-Led Sales Outsourcing Powerhouse](#)



[REDACTED FOR PUBLICATION]