

Where AI actually replaces headcount in a revenue team.

Seven revenue seats scored by mechanical task load, then priced. Modeled on a \$2M ARR company with five reps — the stage where the next hire is usually the wrong one.

2 of 7 SEATS YOU STOP HIRING	\$265K NET RECOVERY, YEAR ONE	2,116 HOURS RETURNED	28–30% OF THE WEEK IS REAL SELLING
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THE TEARDOWN — MECHANICAL LOAD VS. VERDICT

REVENUE SEAT	MECH. LOAD	VERDICT
SDR — prospecting & sequencing	80%	REPLACE
Inbound qualification / MDR	75%	REPLACE
Sales / CRM ops admin	70%	DEFER
RevOps / reporting analyst	65%	DEFER 2Q
Marketing / content ops	55%	AUGMENT
Account Executive — closing	30%	HOLD
Sales manager / coaching	25%	HOLD

THE LEDGER — CONSOLIDATED, ANNUALIZED

LINE	HOURS	SEATS	DOLLARS
Pipeline — SDR and inbound seats not hired	644	1	+\$164,000
Workflow — CRM hygiene, research, handoffs, follow-up	1,196	—	+\$78,000
Reporting — founder hours, ops analyst deferred	276	1	+\$83,000
Build, integration, enablement (year one)	—	—	-\$60,000
Net, year one	2,116	2	+\$265,000

Run the teardown against your own org chart — free GTM Audit.

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