

# Fast Facts

## on Business Development Outreach at NuGrowth

*NuGrowth Solutions is a sales as a service firm that hires, trains, and manages dedicated inside business development teams. We offer the speed and specialization you need to scale. We are your satellite office, creating and nurturing relationships in your market until they are in an active sales cycle with your sales reps.*

- ✓ In the last 5 years we have achieved **\$439,542,481** in pipeline revenue and **\$163,094,799** in annual contract revenue
- ✓ Our contact rates are **3x** the industry average
- ✓ We average **5,480** meetings set in the last two years
- ✓ Our certified CRM specialists have executed over **100** Salesforce.com Implementations
- ✓ We deliver strategies for how to **target, track, and report** on your top segments
- ✓ The **management team** consists of a Sales Mentor, Market Segment Manager, Account Manager, Marketing Campaigns Manager, and CRM Strategist
- ✓ We build the entire business development engine and have it **running in 4-6 weeks**



*NuGrowth has been a valuable addition to the ms consultant business development team. Since inception almost a year ago they've made thousands of very targeted connections that have led to meaningful sales. They have an "intentional" business model that has yielded very good results for us. Initially, I was skeptical of a service like this, but now they are considered a key member of our team.*

—Jerry Miller, Vice President Business Development, ms consultants

### Our Service Offerings:



**Ready to increase your pipeline velocity? Partner Effectively.**

Contact Mitch: [mzacharyasz@nugrowth.com](mailto:mzacharyasz@nugrowth.com) or **614-503-4142** or visit us online at [www.NuGrowth.com](http://www.NuGrowth.com).

