

Economic Development Industry Fast Facts

NuGrowth Solutions has over a decade of experience working with economic development companies to grow their book of business and develop new opportunities.

If your sales team could benefit from a dedicated team of business development reps calling on their behalf to develop relationships, set meetings and bring new opportunities to the table, check out these fast facts on NuGrowth Solutions Sales Services.

- ✓ Buy vs. Build – NuGrowth has invested over **\$36 million** in developing the best reps using our proven sales best practices and methodologies to serve B2B organizations.
- ✓ We provide **unique business development teams**, not appointment setters. We invest in our clients brand and create meaningful and nurturing relationships throughout the sales cycle.
- ✓ Within the last two years, our team created **154,888 impressions** in market, set over **1,000 meetings** with qualified prospects.
- ✓ In the last two years, we have exceeded industry benchmarks and delivered **225 opportunities** and **\$84.3 million in closed revenue**.
- ✓ Our CRM team has **completed over 100 Salesforce projects**, successfully integrating a powerful suite of robust reporting tools and dashboards that work together to achieve our clients business objectives.
- ✓ With our specialized expertise, proven territory management, and personalized tech stack and content development, NuGrowth Solutions provides everything manufacturing companies need for a faster speed to market, high impact results, and better reporting and forecasting—**all delivered within 6-8 weeks**.



"JobsOhio's partnership with NuGrowth started four years ago and we have seen a steady increase in not only leads, but quality leads into our pipeline. I believe this is a direct testament to their ability to strategically plan and diligently execute. Our team covers nine vastly different sectors and NuGrowth is able to provide detailed, timely feedback that helps our organization beyond just the business development group. Their representatives have become an integral part of our efforts and success."

—Brendan J. Murray, Senior Manager, North American Business Development, JobsOhio

OUR SALES SERVICE OFFERINGS:



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

Contact Mitch: mzacharyasz@nugrowth.com or 614-503-4142 or visit us online at www.NuGrowth.com.

