

Supplier: Biz Dev Dynamics Ltd.

Kind of service: Design of export operations anywhere in the world

Biz Dev Dynamics will help you:



Evaluate the target market(s)

- Find ideal customer profile
- Assessment of market size, growth rate, entry barriers
- Competition analysis (3 major competitors)
- Market PESTLE analysis
- Estimated demand/supply



Meet relevant organizations/people in your target market(s)

- Find partners, distributors, representatives, customers, suppliers
- Arrange meetings (introduction, first interest analysis, eventual approval and commitment)
- Rank prospects by priority, accordingly to your export goals



Set up, train, & manage proper teams in your target markets

- Advertise, select, train/coach sales/marketing teams (basic team is made up of a team leader, an outbound/vertical market expert, and an experienced sales rep)
- Set up coordinated marketing/sales activities (offline-online marketing, leads generation, prospection, contacts)
- Turn over the management of marketing/sales teams to your managers, or manage them directly on your behalf