



CASE STUDIES

"Spotswood Consulting worked with us for over 2 years and were absolutely instrumental in positioning our firm to become a Premier Professional

Services provider on a national basis with a Large Hardware Manufacturer and transformed our internal processes, procedures, and delivery."

National Minority Owned Professional Services Firm

"In my 20 plus years of professional experience I have met few companies with the business acumen of Spotswood Consulting. They have played an intricate role in our success and will continue to be our strategic partner."

National Minority Owned Specialty Engineering and Construction Contractor

"Spotswood Consulting possesses strong consultative selling expertise, time management, and organizational skills and the unparalleled ability to close deals with excellent interpersonal, communication, presentation skills and teamwork."

National Woman Owned Consulting organization

BUSINESS DEVELOPMENT AS A SERVICE

Working with Spotswood Consulting as your business development partner puts an end to your lead generation and sales concerns so you can get back to the business of running your company.

We work with you to understand exactly where your firm stands today, your strengths and challenges, and then together we build a cost effective plan for the growth of your sales and revenue.

Our Process:

- Benchmark your current sales activities
- Analyze your database for customer knowledge and further current market opportunities
- Research new opportunities and identify new markets
- Develop strategic market plan
- Sales force development and training
- Add new team members as necessary
- Strengthen partner relationships
- Generate leads, net new customer acquisition
- Develop the sales presentations
- Deliver the pitch or assist your team
- Close deals
- Act as a full time member of your organization
- Develop new partner relationships

We offer solutions for:

- Business Analysis
- Strategic Market Planning
- Customer Acquisition and Penetration
- Sales Force Development and Training
- Call Center/Contact Center Solutions

Call Spotswood Consulting today for a review about bringing your company to the next level with best in class sales techniques and support.

LOCATIONS:

CORPORATE HEADQUARTERS

92 Corporate Park, #812

Irvine, CA 92606

Telephone: (888) 878-9543

NORTHERN CALIFORNIA

14938 Camden Avenue, #112

San Jose, CA 95124

SOUTHERN CALIFORNIA

7770 Regents Road, #113-407

San Diego, CA 92122

NEVADA

1930 Village Center Circle, #3-45

Las Vegas, NV 89134

VIRGINIA

11440 Isaac Newton Square North, #250

Reston, VA 20190

FLORIDA

14043 SW 9th Street

Miami, FL 33184