

Acquisition Opportunity

Leading Sales Outsourcing Company – Extremely Profitable, Limited Competition, Pandemic and Recession Resistant and Diversified Revenue Stream

The market for outsourcing of business services has experienced tremendous growth in the wake of Covid19 and the virtual workplace. Client achieves cost reduction for its customers while also functioning as a full-time, **sales-hunting organization** to deliver actual purchase orders.

Client has generated over \$200M in orders for mid-sized manufacturers with sales outsourcing efforts. Acts as partner to recruit industry sales professionals, create a sales plan, set up a CRM system, update digital marketing to compliment sales and hold weekly update meetings to manage team.

Customer-centric approach drives results with documented and repeatable procedures as well as a culture that focuses on employee training, development and personal growth. An established list of Core Values, a Purpose Statement, procedures, rewards and weekly book reviews create and maintain a close-knit culture.

Company has retained several long-term employees that run the day-to-day operations of the company. Computer systems allow owners to track operations and finances from remote locations.

- Strong management team enables consistent and efficient operations
- Adds value to customers by saving money AND driving sales
- Business is highly leverageable and could be expanded to software, services...

2022 Revenue: \$13.7M

US Nationwide

2022 EBITDA: \$4.1M

Company Highlights

- **Profitable in all Economic Cycles:** Client is the quickest and least expensive path to driving new sales.
- **Pandemic Resistant:** The company increased growth due to COVID19 and the virtual work environment.
- **High Barriers to Entry:** “Marketing”, “Consulting” or “Sales lead” companies would have difficulty recruiting, training and managing industry professionals to create actual sales for their clients.
- **Excellent Growth Opportunities:** Client’s leadership team and processes could be leveraged to expand within current market segment and add new revenue streams. In-house expertise for recruiting, training, managing sales reps as well as digital solutions could be offered A la Carte to smaller and larger sized customers.

Business Summary

Company is the Outsourced Sales leader in their market with a top-quality reputation. The business model is diverse, highly scalable, and offers opportunities for growth within existing markets or to support growth in adjacent markets.

The Opportunity

Acquire immediate market share and profit in growing industry. Owner wishes to see the company continue its success and expansion for its current employees and clients. He is willing stay through transition period for the new owner.

For more information, on **client # 22035**, please contact:

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