

Seeking Mid-Sized Business for Active Relationship



Active within 24 hours

Business Development Consultancy
Based: Boston, MA USA

Seeking: Mid-size Industrial businesses eager to grow

Within: 48 contiguous states

About Us

Relationship: Currently involved with several partners. We give each lots of attention. We're not into flings, but we're done with corporate monogamy.

Kids: We are happy to embrace subsidiaries when they are part of the package

Size & shape: Lean

Faith: Our faith in the creativity and strength of American industry grounds us

MORE ABOUT US AND WHO WE'RE LOOKING FOR

We're a boutique consultancy with a strong guiding vision and a unique model & methodology. We believe that American industrial companies and manufacturers are selling themselves short. Mediocre marketing and timid global development are compromising the tremendous potential that companies have.

Our best attributes are our:

- Optimism about the prospects for effective American industrial manufacturers
- Real world experience in the areas we advise (not just academic hot air)
- Creativity, intellect, strategic vision and tactical execution expertise
- Redefining B2B industrial marketing
- Ability to identify compelling and accessible global opportunities for clients

We're seeking successful B2B companies that have available resources and an absolute commitment among top management to innovate in pursuit of profitable opportunities and diversification for long-term resilience. The partners we seek will share our optimistic outlook, our focus and work ethic. They will embrace the energy and approach we bring to the relationship and match us with equal vigor.

Bottom line? We're tired of hook-ups. We've got a high level vision balanced by an ability to execute details. We're only entertaining long-term relationships where we both believe we'll foster each other's "anti-fragility."

We can easily see past a little middle age spread or muffin top (we're not shallow! And we juggle the same long list of priorities you do) as long as you're really determined to do the hard work with us to get into remarkable industrial business development shape.

Interests:	Travel, cultures, business, innovation, emerging markets, lean manufacturing, industrial engineering, language, what makes your product really uniquely awesome, practical B2B digital marketing, leadership, management, success, profits
Sports & Exercise	Strength & endurance – we believe that in today’s markets, the race goes to swift & consistent
Exercise habits:	Every single day, even (or especially) when jetlagged. It’s about discipline.
Pets:	Dogs in the office don’t bother us. Actually kind of like it. It’s a humanizing influence.
Political views:	Political and policy risk are part of business. Recognize and manage it. Government subsidies for manufacturers are there. We’ll help you find and leverage them.
Sign:	Aries – initiative, leadership, energetic, daring, adventurous, travel, pioneer, and action oriented
Education:	Academic and hard knocks. We’ve owned and run our own marketing and international businesses. And we are students of theory with military background in leadership and measured risk.
For fun:	Conceive, develop & execute new strategic initiatives
Favorite things:	An occasional afternoon with no email; learning a new industry; opening new markets; creating functional B2B marketing
Last read:	<i>Mavericks at Work, Team Turnarounds, The Thank You Economy</i>
Last wrote:	The Current State of B2B Sales & Marketing

ABOUT...

Size:	Lean
Eyes:	Clear vision, long-term & global

LIFESTYLE

Smoke:	We don’t blow any
Drink:	As culturally appropriate where we’re working (coffee, tea, social)
Occupation:	Making companies “anti-fragile”
Income:	We’ll share in your success too
Relationship:	We’ve all been in bad ones. We’re mature enough to know a good fit. Hook-ups are out, as are needy dependence.
Kids:	Sometimes we suggest a small acquisition or JV
Prenup:	Even “No Fault” is a hassle. If it’s not a fit, we’ll probably know before we start, but we won’t torture ourselves or you by staying in a bad relationship

OUR RELATIONSHIP

	USD \$30-100MM (but if we sense a good mutual fit we can be flexible)
	Long term vision
	Please don’t either
	Not into “Kool-Aid” trends
	Profitable, strategic growth
	\$30-100MM
	You’re looking for a strong, independent, accomplished partner to complement your strengths
	You should be open to a reasonable discussion
	You’ll give it an honest try. There will be frustration and moments of doubt. You won’t overreact

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