MBI Marketing and Business Integration

Integrating Partners, People and Solutions

Marketing & Business Integration, LLC (MBI) is a business development and corporate sales services company. Since 2002, MBI has grown to become one of the area's comprehensive providers of sales consulting services.

Management Consulting • Business Development • Sales Training
Outsourced Sales • Sales Prospecting

MBI's on demand model helps our customers maximize their investment by allowing them to use our services as needed. We design and tailor our offerings for our clients. MBI markets solutions and provides services that help you grow your business the smart way.

Management Consulting - MBI provides a full spectrum of strategic planning, organization development, process improvement and management coaching services. We also provide small business start-up services.

Business Development - Our business consultants can launch new products, develop new territories and expose your products to new and alternate sales channels – SPEED, VOLUME & VALUE.

Sales Training - Utilizing MBI's Consultative Selling Methodology, we train your sales force to development relationships that bring more value to your clients and drive more revenue for your business. We also provide sales assessments to determine if you have the right people in front of your clients.

Outsourced Sales - Using proven methodologies, our sales consultants act as your sales force to represent your company to your clients. We manage accounts, territories and geographical regions. We can also manage a particular product or customer focus.

Sales Prospecting - Sales prospecting or "cold calling" to prospective clients is a very important element of most business development programs. Our approach is to work with you to develop a targeted client list. At which point, we research each client to understand their needs and make "smart" calls.

Customer List: MBI has clients from the I/T, Bio-Tech, Pharmaceutical and Manufacturing Industries

Hewlett Packard	**Distributed Systems Services**	**IBM**
Skill Survey	**Lynch Exhibits**	**First Consulting Group**
Pioneer Life Sciences	**Oxford Hill Consulting**	**Kayentis**

Certifications:

OFFICE OF ECONOMIC OPPORTUNITY
FORMERLY MINORITY BUSINESS ENTERPRISE COUNCIL

City Of Philadelphia Minority Business Enterprise

NMSDC

Minority Supplier Development Council (MSDC) Certified

MBEO

City Of Wilmington Minority Business Enterprise Office

DBE Disadvantaged Business Enterprise Program

Disadvantaged Business Enterprise

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