

## **BUSINESS DEVELOPMENT**

Consulting & Support Services

## Business Development

**Business Development** describes the process of finding or creating new business or growth opportunities from *products, customers* and *markets*. At the same time it also requires the internal development of all functional areas of a company in order to accommodate for the ever increasing demands arising from business growth on *people, processes* and *controls*.

Business Development is a continuous and deliberate process aimed at the long-term survival of a company. It requires a delicate balance between a company's external growth efforts and its internal development initiatives in order to ensure sustainable and healthy business growth.

With my *integrated* approach, I help small and medium-sized enterprises (SMEs) achieve this goal, thereby improving their **competitive position** in the market place.

*„When the winds of change blow, some people build walls and others build windmills.“* (Asian Proverb)



## My Services

I help small and medium-sized enterprises (SMEs) achieve growth through the implementation of a strategic **Business Development**. My main services include *Business Development Consulting* and *Project Management*. This enables me to support my clients in the entire process from consultation to implementation of solutions, as well as in the planning and realization of their own business development initiatives and projects as an active part of the project team.

My business services include:

✓ **Business Consulting**

*Analysis and development of strategic solutions in the areas of business and revenue growth.*

✓ **Project Management**

*Planning and realization of customized solutions, as well as active support in the implementation process*

✓ **Workshops & Coaching**

*Generating ideas and approaches for growth and identifying new growth opportunities for your business*

✓ **Freelance Services**

*Interim management and project support services for your own business development and revenue growth initiatives*



## About me

I provide **Business Consulting** and **Project Management Services** to small and medium-sized enterprises (SMEs). The focus of my work is *Business Development*, in other words the search for revenue and business growth opportunities.

With almost 10 years of overseas experience and a degree in business studies under my belt, I offer my clients a fresh and holistic perspective on their *Business Development*, irrespective of whether their focus is local or global.

Through my international exposure, I have had the opportunity to develop an *integrated* perspective, which today forms the foundation of my consulting approach. This allows me to support my clients in the development of a growth strategy, while at the same time helping them deal with the internal development needs of their company to accommodate for growth.

My mission is to improve the **competitive position** of my clients in the market place.

Find out more: [www.dmh-consulting.com](http://www.dmh-consulting.com)



**Dirk M. Hellmuth**  
*Business Consultant*

