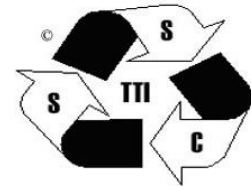


Be the Best



**St. Stephen's Capital**  
(Trade & Technology Initiatives - TTI<sup>©</sup>)

# Capability Statement

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**St. Stephen's Capital – Business Development Consultants**

**24/7: +44 (0)70 5003 7959**

**Europe: +44 (0)70 9203 7959**

**Africa/Middle East: +234 (0)80 3691 0800**

**E-Mail: [genadmin@saintstephenscapital.com](mailto:genadmin@saintstephenscapital.com)**

**Practice Groups: [bda@saintstephenscapital.com](mailto:bda@saintstephenscapital.com)**

**Web: [www.saintstephenscapital.com](http://www.saintstephenscapital.com)**

**(we are part of your success story)**



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## Bio

*Name of Firm:* St. Stephen's Capital

*Locations:* Europe | Africa | Middle East

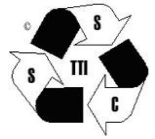
*General E-Mail Address:* [genadmin@saintstephenscapital.com](mailto:genadmin@saintstephenscapital.com)

*Practice Groups:* [bda@saintstephenscapital.com](mailto:bda@saintstephenscapital.com)

*Web Address:* [www.saintstephenscapital.com](http://www.saintstephenscapital.com)

*Date Established:* August 2005

*Nature of Business:* Business Development (Training & Consulting)



St. Stephen's Capital is a full fledged business development consulting firm whose founder – a **Pioneer Chartered Marketer** - has extensive knowledge and experience of working with blue chip companies for more than two decades. The firm has been active since August 2005 in the vital discipline of Business Development.

## Vision

The vision of the firm is to "Be The Best" in our field of engagement and everyone associated with the firm buys into this vision.

## Mission Statement

Our mission is to empower the Entrepreneurial Class – in the private sector of the economy - to develop and sustain Profitable Enterprises.

## Expertise

Our core services are:

***Business Development Agency*** (<http://www.saintstephenscapital.com/agency.html>)

Prospecting and Lead Generation

Sales Projects Management

Sales Team Development & Mentoring

Sales Force Development and Management

Social Media Campaign

Trade Shows and Exhibitions



***Business Development Academy*** (<http://www.saintstephenscapital.com/academy.html>)

Channels Development and Management

Customer Retention Strategies

Developing Sales Skills

Financial Appraisal of Business Development Strategies (Due Diligence)

Managing Customer Services

Market Research and Methodologies

## **Strategic Alliances**

Depending on the nature and depth of the assignment, we operate a highly vetted register of experienced professionals with whom we have strong strategic alliances. We maintain collaborative relationships with experienced professionals and notable academics in a range of disciplines to provide specialised expertise where required.

## **Strong Project Management**

We develop project management plans and allocate Practice Teams with detailed work schedules for each project. We co-ordinate the activities of all subject matter experts and specialists through each phase of our assignments.

## **Mode of Operation**

We are Pioneers in everything we do and our approach to business development is unique. We thrive by being different from the pack. Our Associates are recruited from within the societies where we operate thereby utilising local knowledge; understanding and respecting cultural norms and regional differences that exist; and contributing to the uplift of the host communities.

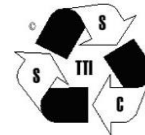
We do not generate endless and voluminous Reports full of historic data and models which are both time consuming and usually meaningless to the entrepreneurs to implement. In contrast to the norms, we concentrate on the specifics. We are confident that our Reports are NOT left to languish in the filing cabinets.

St. Stephen's Capital – Trade & Technology Initiatives©

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**(we are part of your success story)**



We are, therefore, able to deliver outstanding performance and produce measurable results by employing innovative methods and approach.

## Terms

Our fees are subject to the nature and depth of the assignment and the amount of funding or type of sponsorship available. We usually negotiate for a portion of our fees to be paid on delivery of mutually agreed and clearly defined objectives.

We normally request our invoice to be settled within 15 days of issue unless otherwise agreed before project commencement.

## Why Do Business with St. Stephen's Capital?

- \*Delivery of measurable results
- \*Final payment on results (subject to negotiation)
- \*Long term relationship building
- \*No jargons no frills approach

