




Together for cross-border sales growth

Help to sell cross-border for the first time and grow cross-border sales.

intertradeireland.com/salesgrowth

 **InterTradeIreland** 



How we can help your sales growth

- Funding towards sales resource
 - Informing export strategy
 - Lead prospecting services
- Assistance with sourcing and supply chain
- Public tendering support throughout Northern Ireland and Ireland
 - Profiling commercial cross-border opportunities

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Trade Export Pathway

Whether your business is getting ready to export or growing cross-border exports, let us help you on your journey with the Trade Export Pathway.

We can help fund up to £5,000/€5,750 towards the specialist support you need to reach your export potential, with a tailored pathway of support available from getting started to measuring success.

<https://intertradeireland.com/sales-growth/trade-export-pathway>

Trade Hub

If you're an SME trading between Ireland and Northern Ireland, the InterTradeIreland Trade Hub is here to empower your business growth through expert knowledge. Fully funded one-to-one professional advice up to a value of £2,000/€2,326 gives you direct access to specialist advice in key areas such as Customs, VAT, Regulation, and Employment. Whether you're expanding into new markets or managing day-to-day compliance, we provide the guidance you need to make informed decisions and to help you build your business.

intertradeireland.com/TradeHub



If you would like to discuss how your business can access support through our Trade programmes, please scan here.





Acumen

Through Acumen, you can improve your market knowledge, identify new opportunities and win new sales in the cross-border market. We can directly support you to fund and recruit an experienced and skilled sales resource through the Acumen programme.

InterTradelreland can provide a valuable contribution towards your costs, funding up to a maximum of £17,250/€21,562 for a full time sales resource, for a 12 month period or £9,200/€11,500 for a part time sales resource, for a 6-12 month period.

<https://intertradeireland.com/sales-growth/acumen>

First Time Exporters

If you are a first time or early-stage exporter committed to developing new cross-border trade opportunities for your business, then the First-Time Exporters programme is for you. It's specifically aimed at owner/managers to create an export focused vision and culture to help grow and scale your business.

This wrap around support package includes bespoke 1:1 mentoring support, stimulating training workshops and sales driven market research. The programme also facilitates peer to peer learning and networking opportunities and development of a cross-border export plan ready for implementation.

<https://intertradeireland.com/sales-growth/first-time-exporters-accelerator>

Go-2-Tender

The InterTradelreland Go-2-Tender programme has been designed to help businesses across Northern Ireland and Ireland become more successful in bidding for and servicing public sector contracts.

Through insightful workshops one-to-one, company specific mentoring, a Masterclass series and online resources the programme will arm your business with the continuous know-how to increase your success rates in public sector tenders.

intertradeireland.com/go-2-tender

Supply Chain and Sourcing

InterTradelreland helps businesses unlock new supply chain opportunities and accelerate growth. Through its dedicated supply chain support, companies can connect with large buyers, gain crossborder exposure, and benefit from expert guidance in leadership, market research, and business development. By shortening supply chains, your business becomes more resilient and better positioned to thrive in cross-border trade.

<https://intertradeireland.com/grow-my-sales>

Am I eligible?

For further information and eligibility criteria for all InterTradelreland support programmes, please visit our website: intertradeireland.com





InterTradelreland connects business to opportunities across the island. We can connect you to customers, suppliers, innovators, experts, networks and investors across the island to grow your business. Through our unique role we also identify opportunities for North-South collaboration that accelerate economic growth and help deliver shared policy priorities.

With over 25 years' experience of working alongside businesses of every size in every county on the island of Ireland, InterTradelreland's trade, innovation and entrepreneurship pathways help businesses to access funding, advice, experts, and networks across the island to maximise their exports, productivity and growth. To date we have directly supported over 60,000 businesses, while thousands more have benefitted from our advice. Our support has generated €1.95bn/£1.7bn in business development value.

InterTradelreland

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InterTradelreland will endeavour to facilitate requests for alternative formats of this publication including Irish Language, Ulster Scots, Braille, disk and audio cassette.

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