




# Together for cross-border sales growth

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

[intertradeireland.com/salesgrowth](http://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.

[intertradeireland.com/  
sales-growth/trade-export-  
pathway/getting-on-board](https://intertradeireland.com/sales-growth/trade-export-pathway/getting-on-board)

## Trade Hub

The InterTradelreland Trade Hub helps your business engage in efficient and effective trade between Northern Ireland, Ireland and Great Britain.

We can help you navigate trade by providing your business with insightful webinars and fully funded one-to-one professional advice up to a value of £2,000/€2,326 across areas including Customs, VAT, Regulation and Employment.

[intertradeireland.com/TradeHub](https://intertradeireland.com/TradeHub)





## 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.

[intertradeireland.com/acumen](https://intertradeireland.com/acumen)

## First Time Exporters Accelerator

InterTradelreland's First time Exporters Accelerator programme offers tailored mentoring and support to SMEs looking to export beyond their home market.

This wrap-around support package will include tailored mentoring, e-learning and in-market support, so your business gets the best chance at making that vital first cross-border sale.

[intertradeireland.com/sales-growth/first-time-exporters-accelerator](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 and one-to-one, company specific mentoring, the programme will arm your business with the know-how to increase your success rates in public sector tenders.

[intertradeireland.com/go-2-tender](https://intertradeireland.com/go-2-tender)

## Supply Chain and Sourcing

InterTradelreland can introduce local companies to networks and sector bodies throughout Northern Ireland and Ireland to help assist in meeting sourcing and supply needs. Shortening supply chains will help your business be more resilient and support cross-border trade.

[intertradeireland.com/sales-growth/supply-chain-sourcing](https://intertradeireland.com/sales-growth/supply-chain-sourcing)

## Am I eligible?

For further information and eligibility criteria for all InterTradelreland support programmes, please visit our website: [intertradeireland.com](https://intertradeireland.com)





InterTradelreland is the all-island economic development agency. We connect and help businesses across the island to trade cross-border, collaborate, innovate and attract investment. Through our unique role we also identify opportunities for North-South collaboration that accelerate economic growth and help deliver shared policy priorities.

With 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 supported over 57,000 businesses and generated €1.8bn/£1.6bn 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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