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Continued Growth: Strategic Five Marketing Report Improved Acquisitions Rates in Berkshire Region

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Since the company's <u>launch in Reading</u>, Berkshire 7 weeks ago, <u>Strategic Five Marketing's</u> customer acquisitions have increased by 27%.

Birmingham's leading outsourced sales and marketing firm, Strategic Five Marketing, expanded their offices into Reading on 1st July 2013. In all business industries it is common knowledge that launching into new markets is a tough feat, yet, recent figures show Strategic Five Marketing's customer acquisitions rates have increased by 27%. The firm's improved acquisition statistics confirm they're expansion to Reading was certainly a good move. "We are pleased to see sales statistics are increasing week-on-week and forecast end of year results to be on target," explains Ben Lambert, managing director at Strategic Five Marketing.

Branching out geographically is just one of many contributing factors that can help a small business grow. When exploring new markets, it's essential to ensure that a location is chosen because it is the most suitable for the business. After researching and testing potential markets, Strategic Five Marketing confirmed that Reading, Berkshire was an excellent market for the firm. Thames Valley Berkshire is a high performing economy and Reading itself is one of the five most recession-resilient cities within the UK. This therefore makes it the perfect location for a customer acquisition firm like Strategic Five Marketing. (thamesvelleyberkshire.co.uk)

Strategic Five Marketing first launched in Birmingham 3 years ago, with aims to expand their offices and widen their client base across the UK. By expanding to Reading, this has enabled Strategic Five Marketing to not only acquire new clients, but also to increase the reach of their existing ones. This has put Strategic Five Marketing in a good position in today's competitive outsourcing market. In just 7 weeks, Strategic Five Marketing have achieved improvement with their customer acquisition rates, and so it seems very likely the firm will continue to grow successfully throughout the UK.

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