



GLOBAL INDUSTRIAL SALES EXECUTION • DUBAI

You've been in the market 12 months. Still not winning projects.

We embed as your commercial director and take full pipeline ownership — from market entry to contract award.

You've done everything you were supposed to.

- Trade-show leads that went cold before the second call.
- A distributor with the relationships — who hasn't opened a single door.
- Tenders lost because you weren't in the specification.
- A board asking why the revenue still hasn't arrived.

If you're not inside the process before the specification is written, you're not in the running. ***You're watching.***



We don't advise. We *own the number.*

Full pipeline ownership from market entry to contract award — in-region, across global markets. Not a report. Not a retainer for advice. We carry the number until it works.

TWO STARTING POINTS

A • PLANNING YOUR ENTRY

Budget not yet committed

You need an honest go-to-market — built on how procurement actually works in-region, not how the brochure says it should.

B • ALREADY IN, NOT CONVERTING

Pipeline exists, deals don't close

The relationships and pipeline are there — you're just not converting. You need someone to take commercial ownership and close.



— ENGAGEMENT 01 · ENTRY POINT

The Market Diagnostic

01

A clear go or no-go — before you commit a pound of budget.

INCLUDES

- Target-market opportunity landscape
- Procurement-cycle mapping for your sector
- Route-to-market and channel-risk analysis
- Go / no-go recommendation, with the rationale
- 60-minute debrief with Scott

FIXED SCOPE

5 working days

\$197



ENGAGEMENT 02 · 90-DAY BUILD

Commercial Launchpad

We build the commercial engine and put your first tender in the room.

INCLUDES

- Full route-to-market architecture
- Qualified distributor pipeline — scored and ranked
- EPC-contractor access with warm introductions
- Vendor-approval advisory where required
- First tender submitted by day 90

PRICED ON SECTOR & MARKET

Fixed 90-day engagement

90 days



Fractional Commercial Director

All the seniority of a *£150K Dubai hire* — without the overhead or the notice-period risk.

INCLUDES

- Embedded weekly execution
- End-to-end pipeline ownership and CRM
- In-region representation
- Monthly board reporting on every deal
- Tender strategy and bid submission

ONGOING OWNERSHIP

Rolling monthly engagement

Monthly retainer



PROOF

30 years of *closed deals*. Not market reports.

£100M+

LIFETIME PROJECT
REVENUE

508%

PEAK REVENUE
GROWTH

30+

YEARS IN
INDUSTRIAL B2B

50+

COUNTRIES ACTIVE

WORKED WITH

Técnicas Reunidas

BAE Systems

Saab

Caterpillar

GE

SABIC

ADNOC

Woodside

Bechtel

DELIVERED

The **£1.9M Marjan gas project** with
Técnicas Reunidas and Aramco.

**From 22% to 38% bid
conversion in one
quarter.**

CLIENT OUTCOME



Every week a bid cycle moves without your product in the specification is a project you *cannot win.*

Backed by two proprietary intelligence platforms — **Parteloa** (partner & contractor scoring) and **Z358 One** (safety compliance).

SPEAK WITH

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