

Global Sales Advisors

Government Relations & Business Development



Expand Your Outreach to the Government

Specializing in Government Relations Services

- Government Relations
- Business Development
- Appointment Setting
- Lead Generation
- Federal Contracting and Acquisition
- Market Research
- Agency Level Lobbying
- Governmental Up-Sales & Cross Sales
- Contracting and Procurement Training
- Governmental Vendor Recruitment

NAICS Codes

Public Relations Consulting	541820
Marketing Support & Sales, Management Consulting . . .	541613
Marketing Research & Public Opinion Polling	541910
Educational Support Services	611710
Call Center Support	561422
Direct Mail Campaign Services	541860
Graphic Design Services (Sales & Marketing).	541430
Internet & Broadcast Publishing.	519130

Global Sales Advisors is a Minority and Service Disabled Veteran owned government relations firm specializing in federal business development, agency intelligence, lobbying and procurement contracting training services.

Global Sales Advisors is unique within the government relations industry. Our expertise is rooted in our sales and business development background and history. Our management possesses over 15 years of governmental and Fortune level business development experience.

Agency Intelligence

- Federal and State Wide Mandates
- Agency Initiatives
- Regional or State Level Programs
- Sourcing Divisional Responsibilities
- Executive Level Decision Makers
- Organizational Structure

Sales Force Augumentation

- Business Development
- Lead Development
- Appointment Setting
- Marketing for Government Events

Global Sales Advisors' founder Andr  L. Hargrave has worked within the business development industry since 1984 and is an expert in providing governmental lead generation and business development services.

Global Sales Advisors' procurement business / analysts are highly trained in State, Federal and Municipal purchasing and contracting. Our analysts can provide your organizations with highly customized governmental business development services and training for the following: *Targeting Purchasing Thresholds; Acquiring New Governmental Customers; and Additional Contracting Support Services & Market Expertise.* We have assisted our clients in securing contracts with: *Bechtel International, City of Fargo, ND, CH2MHill, Department of Energy, General Services Administration, Washington Group, Center for Innovation (ND), Bureau of Land Management, and many others.*



GOVERNMENT RELATIONS CLIENTS

- Infinity Solutions Incorporated (8a) Lumilife Corporation (Minority Owned)
 Manderee Enterprises (Tribally Owned)
 Mcginnis Enterprises (SDVOB) Sextant Technology (8a)