

Who we are

United Channels Consulting **helps innovative tech start-ups and SME's accelerate their business expansion in EMEA and America.**

Making use of our extensive network of clients and partners, we become your international sales team, recruiting and managing your Channel, generating new leads and closing sales. Put simply, we fast-track your business expansion internationally in a cost-effective way.

Today, we have offices in 2 countries (Portugal e UAE) and 13 associate consultants across 6 different continents.

What we do



We become your international sales team, generating leads, nurturing business opportunities and closing sales



We review your message and sales proposition and ensure it fits the international markets



We develop a Go-To Market plan tailored to your business and your target market



We identify, recruit and manage key channel partners on your behalf internationally



Natalie Kramer VP - VA Insight

Professional. Highly Motivated. Well-Connected. Industry Experts.[...]. Coming from a channels background, I was immediately impressed by the caliber of talent, geographic knowledge, and connections within the United Channels team.

They collaborated with us to define clear objectives and KPIs for our engagement and continually demonstrated their investment in our success. They not only targeted our identified partner profiles but opened the doors to building connections with influential senior industry experts. Partnering with United Channels has been an instrumental accelerator to our growth

Our territories



GCC Countries South & Central Europe North America
South & Latin America Africa

Other things we can help you with

MARKET RESEARCH

Research of target region, identifying local competitors, relevant economic factors at play, SWOT analysis and main recommendations.

CHANNEL STRATEGY

Develop a bespoke channel strategy for your business internationally, including identifying the relevant partners per region.

COMMUNICATIONS CONSULTING

Support in the development of communication & marketing materials as well as review materials already created to check if they fit the international audience.

If you would like to know more about how we can help you expand your business, please get in touch:

sales@unitedchannels.net

