



AI-Driven Insights Practitioner-Led Execution



We Solve Complex Growth Problems

SBI Growth Advisory is the world's leading go-to-market strategy and execution firm specializing in accelerating profitable growth for businesses. Leveraging a blend of data-driven insights and practical, hands-on experience, SBI delivers end-to-end solutions tailored to clients' unique challenges. Its approach focuses on aligning commercial strategy with best-in-class execution, enabling organizations to optimize performance and drive sustainable growth. From strategy development to execution at speed, SBI partners with commercial leaders to ensure alignment and success, positioning companies for long-term value creation.

SBI Growth Advisory Creates Growth-Driven Value

Working in partnership with CEOs, Presidents, CFOs, and Heads of Revenue, Sales Operations and Sales Enablement



Practitioner-Led, Proven Approaches

Decades of real growth experience codified, so you can avoid common mistakes when driving change.



Acceleration to Results

Ensure executive alignment on the path and get to the destination faster.



Capability Transfer

We work with your team and ensure they own the solutions and ongoing capabilities.



Flexible Service Models

We engage with you in different ways based on your needs and where you are on your GTM journey.

SBI Growth Advisory Supports Growth at Leading Public and Privately-Held Companies

Your business is unlike any other, but with nearly 20 years of experience working with a range of PE-backed and public companies we understand what your business opportunities are.



Driven by Insights
Delivered from Experience

Contact Us:
marketing@sbigrowth.com

Four Dependencies Drive Sustained Growth

How companies identify opportunities within these areas is often fragmented. Powered by Wayforge IQ, SBI is the only firm that provides visibility and integration across all four corners of a revenue organization to create sustained growth.

Strategy

Assess your commercial strategy to quantify where growth is coming from and at what cost. Confirm the balance of growth vs. investment. **KPI: Return on GTM**

People

Examine talent to ensure **commercial resources align to commercial strategy**. Validate actual performance to expected results. **KPI: "A" Player Concentration**

Process

Confirm all functions across people, processes, and technology are functionally aligned. Understand the growth levers to pull in what sequence. **KPI: Market Penetration**

Technology

Verify the **impact of your commercial engine** across the entire sales process. Drive velocity and speed through timely data and insights. **KPI: Commercial Efficiency**



Multiple Engagement Models to Flex to Your Evolving Needs

No matter where you are on your growth journey, SBI Growth Advisory is here to support.

Consulting Speed, Expertise, Precision	Advisory Get Growth Right	Training Improve Productivity	Technology Efficiency & Productivity
What it is: Data-driven commercial value creation assessment, strategy and highly-tailored execution plans to drive growth	What it is: Sustained support for client-led growth planning and initiative execution	What it is: Skills-based training and content licensing to improve the productivity yield of the sales team	What it is: End-to-end design, integration, operations, and support of the GTM tech stack to drive commercial visibility and efficiency
Engagement Model: Project-based consulting spanning Growth Plan creation through execution against discrete commercial initiatives	Engagement Model: Advisory subscription with access to SBI expertise, data, content and networks delivered through tailored advisory sessions	Engagement Models: Instructor-Led (Virtual & In-Person), Virtual, E-Learning, and Digital Blend Training Delivery	Engagement Models: Project-based, support or managed services delivery models
Revenue Growth Office			
Managed Services (RevOps, Commercial Talent, etc.)			
SBI Digital Platform – Tech-enabled, AI-powered proprietary set of tools, benchmarks, insights			