



Growth Powered By Superior Digital Experiences

YOUR EXTENDED TEAM OF

250+ Growth Marketing & Digital Technologies Experts



1250+ Years

OF COLLECTIVE EXPERIENCE

90+ Technologies'

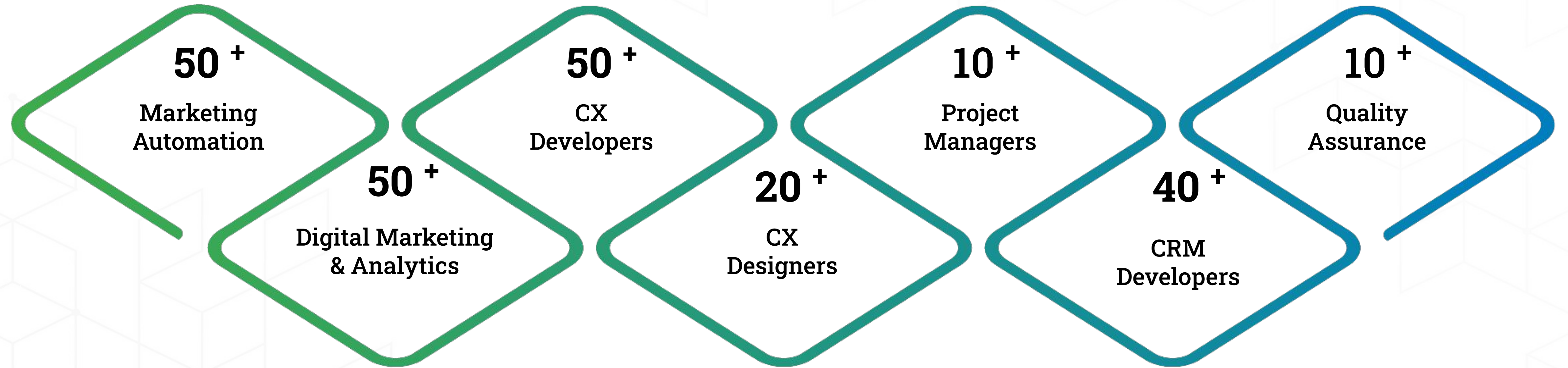
MELTING POT

170+ Customers

FOR THEIR GROWTH AND DIGITAL NEEDS



Our Team



Growth Marketers

Delivery Managers

Technical Architects

Functional Consultants

MarTech Consultants

Channel Experts

Creative Support

Technology Specialists

The 5 P's

**OF OUR GUIDING PRINCIPLES
FOR CUSTOMER SUCCESS**



PROACTIVE



PASSION



**PROCESS WITH
PURPOSE**



PROBLEM SOLVING



POSITIVE PERSONA

Salesforce Integrations

We deliver outstanding customer experience and power your business
with fully customized Salesforce solutions

APTTUS[®]

boomi

SERVICEMAX

 **Vlocity[™]**

conga

 **Informatica[™]**

 **higher
logic**


zendesk

Our Expertise

**We deliver outstanding customer experience and power your business
with fully customized Salesforce solutions**



- Define clear sales objectives
- Increase revenue with optimized processes



- Engage customers with proper messaging
- Run result-oriented campaigns



- Reduce cycle time by 75%
- Get higher revenues with instant proposals



- Bring staff and customers to a common platform
- Monitor business operations to deliver services quickly



- Deliver tailored customer experiences
- Improve service efficiency with automation



- Engage all stakeholders in communities
- Get accurate data to resolve customer issues



- Connect your business functions instantly
- Streamline marketing & fundraising efforts



- Visualize data better with BI
- Make informed decisions with detailed data

Salesforce Experts

7X

Salesforce Administrators

3X

CPQ Specialists

7X

Platform Developers

2X

Salesforce App Builders

2X

Platform Developers

2X

Salesforce Consultants

3X

Service Consultants

Our Customers

cvent

YayPay
by Quadient

spirent

Escalon ✓
And done.

**Edelman
Financial Engines**

Postclick ✓

boxcheck
POWERED BY 24SEVEN CONNECT

Early Growth ✓
And done.

Instapage

Claro ✓
Enterprise Solutions

imageware

altum

Adobe

**CROSS
& WILD**

TECHNOMILE

**higher
logic**

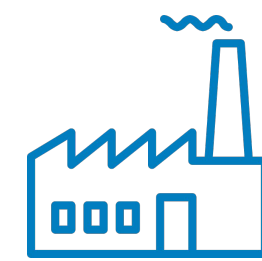
COMPLIANCEQUEST
Quality • Safety • Compliance

**CROWD
PHARM**

Persistent

swapcard

A Hardware Company Improved Forecasting by **69%** with Salesforce Billing Implementation



Healthcare Industry



USA

Challenges

- Invoicing hardware products using taxation norms
- Creating single invoice & recording revenue
- Implementing salesforce billing add-on package into CPQ
- Automating process to pick up orders from CPQ

Solution

- Created records of legal entities
- Applied records to product based on country designed rules
- Created invoice schedulers for invoices for active orders

Impact

69%

Improvement in
Product Forecasting

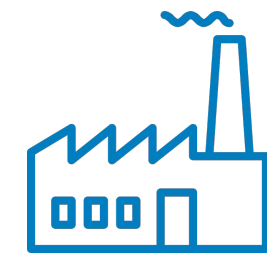
31%

Increase in Revenue

56%

Improvement in
Customer Satisfaction

Real Estate Company Reduced Admin Activity Time by **75%** with Territory Management



Real Estate Industry



USA

Challenges

- Consuming lot of time to manage tasks
- Effectively assigning data & accounts to team members
- Implementing territory management tool to structure teams

Solution

- Created a territory-based hierarchy within the system
- Enabled sales personnel to view specific geo-locations
- Added regions & sub-regions to the hierarchy list
- Created unique account assignments rules for different territories

Impact

47%

Increase in lead
conversion process

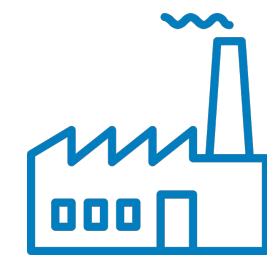
75%

Reduction in Admin
Activity Time

22%

Increase in Revenue
for All Territories

Brain Technology Company Reduced Cycle Time by **75%** with Salesforce CPQ



Healthcare Industry



USA

Challenges

- Preparing quotes using excel sheets for all products
- Generating smart quotes for customers due to manual process
- Customizing CPQ process to a system driven work order process
- Creating a standardized CPQ solution

Solution

- Created cart-level price & product rules
- Implemented complex pricing setup
- Streamlined approvals setup
- Automated document generation in different languages
- Facilitating work order order automation installation

Impact

75%

Reduction in Cycle Time

49%

Increase in Proposal
Generation Volume

55%

Increase in Compliance

Customer Results



- 5X** increase in inbound leads
- 40%** increase in organic traffic
- 11%** decrease in bounce rate



- 116%** increase in organic traffic
- \$5+ million** pipeline generated
- 10X** increase in inbound leads
- 250%** increase in social media engagement

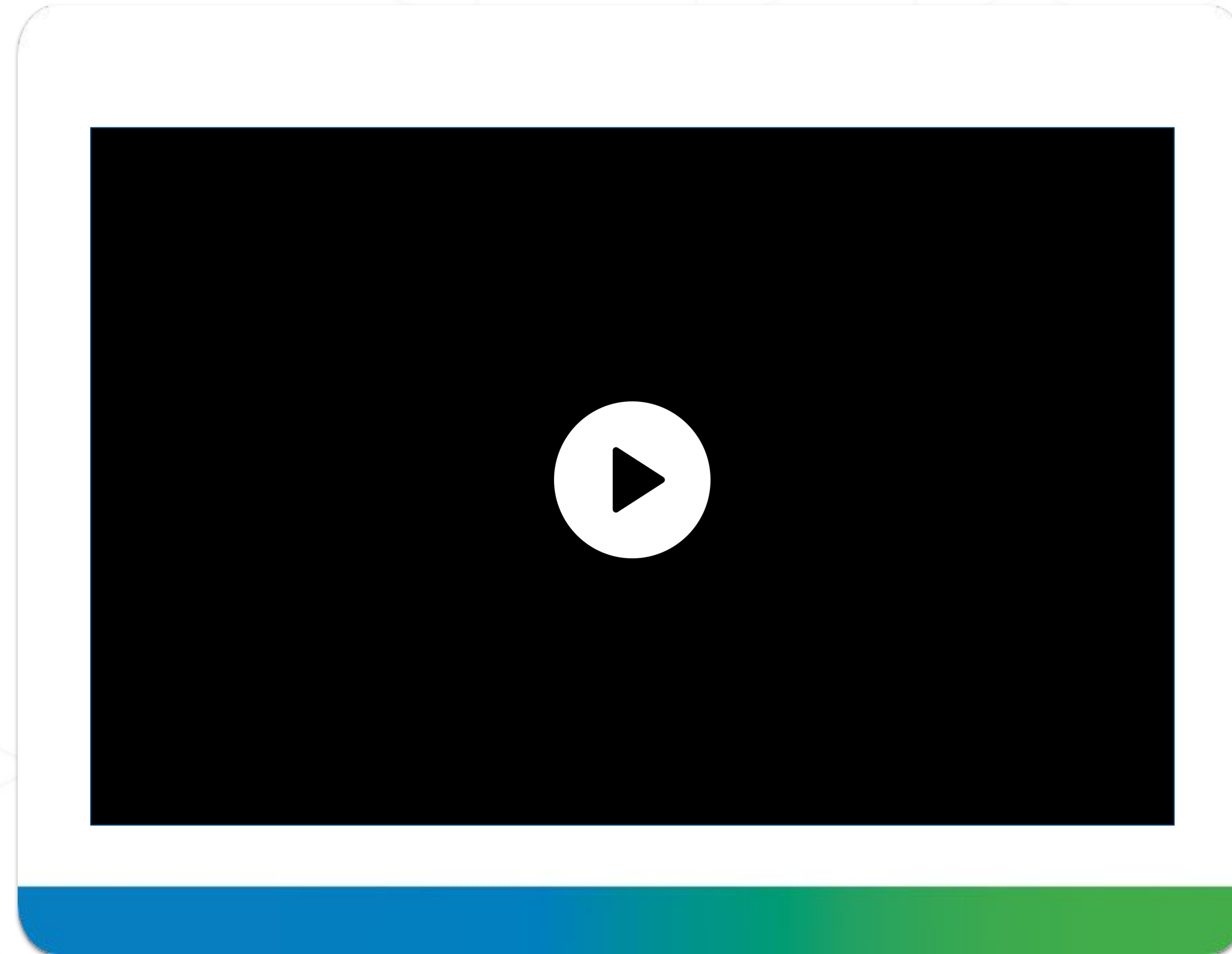


- 2.5 million** in upsell opportunities
- 30%** increase in MQLs
- 95%** database hygiene achieved



- 1500** MQLs generated
- 150%** increase in organic traffic
- 3X** increase in inbound leads
- 250%** increase in engagement in target accounts

Why Our Customers Love Us



AJ NADDELL, IMAGEWARE

. Please click on the play button to view the video

Testimonials



“

Growth Natives has been an excellent partner as I could rebuild our entire web strategy and go-to-market motion. They deployed HubSpot and have been great partners on the WordPress side. Thanks to their collaborative approach and the work they have done with me and for me, we could successfully 3x-4x our lead generation in a very cost-effective manner. I like to think of Growth Natives as my secret weapon for they are technically adept, responsive, and an extension of your team. I plan to work with them in the future as well. ”

Dr. KEVIN FIESS
ALTUM



“

I have been working with Growth Natives for several years and they have helped us tremendously in developing web applications, giving us great full-stack marketing services such as SEO and Digital Marketing that are top-notch. They are very kind people and always responsive, staying up until the wee hours of the night to have conference calls with us on the Pacific, West Coast. I highly recommend them for anything that you need in terms of programming skills, scripting, web development, and SEO services. ”

JEREMY YOUNG
GANDER GROUP

Testimonials



“

We were looking for an experienced company that had expertise in all aspects of marketing and Growth Natives have surpassed all expectations, delivering tremendous results. They took the time to understand our business needs and tailored a package suitable for our eCommerce platform. Our revenue went up 52% within the first 30 days, our organic traffic and rankings improved significantly. ”

Dr. Tarj Mavi
LAMAV



“

Growth Natives was instrumental in identifying solutions for Lightspeed that allow us to improve the client experience while maintaining control over sensitive data that our clients entrust us to secure. We look forward to evolving our HubSpot solution with Growth Natives. ”

Mike Mayhew
LIGHTSPEED CTO

Ratings & Reviews

eNPS Score

Top 5%



94% 47 Promoters

6% 3 Passives

0% 0 Detractors

Culture Score

Top 5%

4.8/5 

Growth Natives' Overall Culture is **A+**

CEO Rating

Top 5%



Taran Nandha
99/100



5.0  

Current Employee, more than 1 year

Positive Culture

1 Feb 2022 - Digital Marketing Executive

 Recommend  CEO Approval  Business Outlook

Pros

- Great co-workers - Positive work environment - A mission driven organization - Great opportunities for professional development

Cons

None really, it's a very good place to work.

5.0  

Current Employee, more than 3 years

One of the best companies I've ever worked for that continues to learn and grow

18 Jan 2022 - Senior Digital Marketing Executive in Pune

 Recommend  CEO Approval  Business Outlook

Pros

Amazing Work Culture Lots of exposure and things to learn Flexible working and remote working for great work/life balance Great support from management to develop new ideas Rooms to grow professionally Supportive and helpful

Cons

None, absolutely no cons. From 4+ years of experience with different companies, this is one of the best.

[Continue reading](#)

TARAN NANDHA in

Growth CMO, Martech Evangelist & Growth Advisor

Proven innovative Go To Market strategist and team builder, skilled in enabling high impact digital experiences for customers and prospects that result in sustainable growth. Result oriented global business leader with innate understanding of Marketing Technology and eCommerce. Proficient in creating systems, that result in improved accountability, ROI measurement, better sales and long-term customer satisfaction.



VP, Marketing, BirdEye

Chief Marketing Officer, Rategain

AVP Marketing, Cvent

Director, eCommerce and Integrated Marketing, Cambium Learning Group

Director, North America Field Marketing and Demand Generation, Trend Micro

Program Manager Marketing Operations & CRM, i2 Technologies



University of California, Irvine - The Paul Merage School of Business



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India

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