



Strategic Growth Partners

Expansion, firmly grounded.

COMPANY PROFILE

SAUDI ARABIA EXPERTISE / GCC PERSPECTIVE

Your partner for growth in a changing region.

Corporate Services and Commercial Advisory for
businesses entering, operating and growing in
Saudi Arabia.



Corporate Services

The operating foundation.

Commercial Advisory

Market entry, partnerships and growth.



A partner for expansion and growth

Build the local foundation.
Develop the market.

Strategic Growth Partners combines Corporate Services and Commercial Advisory for international businesses entering, operating and growing in Saudi Arabia.

One local partner.
Two core services.

A shared view of the operating requirements, the market opportunity and the next decision.



Two core services

Equal standing for the operating foundation and the commercial growth agenda.

01

Corporate Services

Build and manage your operating foundation.

Entity Management; HR, Payroll & Immigration; Accounting & Tax.

02

Commercial Advisory

Define your market approach and develop the opportunity.

Research, strategy, partnerships, business development and programme delivery.



The Saudi business journey

Support shaped around your stage, from the first market question to an operating and growing business.

01

Assess

Market evidence, objectives and the initial decision brief.

02

Plan

Entry route, commercial priorities and operating requirements.

03

Establish

Entity workstreams, client inputs and administrative readiness.

04

Operate

Recurring calendars, approvals and reporting.

05

Develop

Partner engagement, opportunity progression and commercial follow-through.



Corporate Services

Build and manage your operating foundation.

Entity, people and finance workstreams connected through one local relationship.

- 01 Entity Management
- 02 HR, Payroll & Immigration
- 03 Accounting & Tax



Entity Management

Coordinate establishment, corporate administration and the ongoing requirements of your Saudi entity through a clear workplan and named responsibilities.

A clear foundation for
your local business.

SELECTED CLIENT OUTPUTS

Entity workplan and checklist
Corporate calendar and records register
Status and dependencies report

Establishment coordination

Entry-route requirements, document preparation and specialist handoffs.

Entity administration

Corporate records, renewals and changes to entity information.

Governance support

Meeting and resolution coordination, corporate calendars and document retrieval.

Operational readiness

Post-establishment registrations and administrative activation, where applicable.



HR, Payroll & Immigration

Connect employee administration, payroll and mobility with the reporting and approval requirements of your local team and headquarters.

Your people operations,
coordinated.

SELECTED CLIENT OUTPUTS

Payroll input and approval calendar
Payroll review and reporting pack
Employee and mobility tracker

Payroll administration

Input collection, processing, review packs and payment-file preparation.

HR operations

Onboarding, employee records, recurring administration and HR reporting.

Employee mobility

Visa and work-permit coordination with clear client and authority dependencies.

Local administration

Employment registrations and social-insurance administration within scope.



Accounting & Tax

Coordinate local bookkeeping, management reporting and tax work through qualified specialist providers, with clear responsibilities and reporting requirements.

Local finance support.
Clear reporting.

SELECTED CLIENT OUTPUTS

Close calendar and input list
Accounting and reporting pack
Specialist compliance schedule

Bookkeeping and close

Transaction processing, reconciliations and period-end coordination.

Finance administration

Accounts payable, receivable and expense administration as agreed.

Management reporting

Reporting packs and information aligned with the client's finance requirements.

Tax compliance support

Filing preparation and compliance work through qualified specialist providers.

Government & administrative coordination

A supporting capability across entity, employee and operating workstreams.

Authority workstreams

Coordinate administrative submissions, information requests and status follow-up within the agreed scope.

Document readiness

Track required documents, client approvals, expiry dates and specialist inputs.

Client visibility

Maintain a clear record of open items, dependencies and the next owner action.

Professional responsibilities

Identify qualified providers, formal appointments and decision boundaries before work begins.



Commercial Advisory

Define your market approach and develop the opportunity.

Market intelligence, entry strategy, partner development and local commercial execution.

- 01 Market Intelligence & Research
- 02 Go-to-Market Strategy
- 03 Partner Search & Development
- 04 Business Development Execution
- 05 Delegations & Project Coordination

Market Intelligence & Research

Build a decision-ready view of the Saudi opportunity through focused research, clear sources and explicit commercial assumptions.

Evidence for a clearer
market decision.

SELECTED CLIENT OUTPUTS

Market assessment and source register
Customer and competitor landscape
Opportunity recommendations

Market and sector assessment

Size the opportunity using available evidence and stated limitations.

Customer and competitor mapping

Identify priority segments, buying needs and relevant market participants.

Opportunity prioritisation

Compare target opportunities against the client's objectives and capabilities.

Decision support

Present findings, assumptions and actions in an executive research brief.

Go-to-Market Strategy

Turn market evidence into a practical entry strategy, a defined customer focus and a phased commercial action plan.

A practical route from
interest to entry.

SELECTED CLIENT OUTPUTS

Entry-options assessment
Go-to-market plan and priority accounts
Action plan and decision milestones

Entry options

Assess direct presence, partner-led routes and operating assumptions.

Value proposition

Refine the offer, customer priorities and points of differentiation.

Route to market

Define channel options, target accounts and an engagement sequence.

Execution planning

Set milestones, owners, dependencies and measures for the initial market plan.



Partner Search & Development

Identify suitable commercial partners, assess their fit and progress the right conversations through a structured engagement process.

The right conversations,
properly prepared.

SELECTED CLIENT OUTPUTS

Partner longlist and shortlist
Counterparty and meeting briefs
Evaluation and engagement tracker

Partner brief

Agree partner type, coverage, capabilities and selection criteria.

Identification and screening

Develop a relevant longlist and assess fit against available evidence.

Engagement support

Prepare outreach, meeting briefs and discussion priorities.

Decision and follow-through

Consolidate feedback, compare shortlisted parties and coordinate next steps.



Business Development Execution

Progress approved market-development activity on the ground, with clear account priorities, consistent follow-up and visibility of the opportunity pipeline.

Local follow-through on commercial priorities.

SELECTED CLIENT OUTPUTS

Target-account and stakeholder map
Opportunity and action tracker
Activity and pipeline report

Target-account development

Build a focused account universe and stakeholder map.

Opportunity engagement

Support approved outreach, meeting preparation and follow-up.

Sales-process coordination

Track next actions, proposals and procurement information requirements.

Pipeline visibility

Provide activity reporting, opportunity status and a clear escalation route.

Delegations & Project Coordination

Plan and coordinate business delegations and commercial projects around clear objectives, relevant stakeholders and accountable follow-through.

A purposeful visit. A managed next step.

SELECTED CLIENT OUTPUTS

Agenda and stakeholder briefs
Project and delivery tracker
Outcomes and follow-up report

Programme design

Translate the brief into an agenda, target audience and workplan.

Stakeholder coordination

Arrange relevant engagement and consolidate participant information.

Delivery management

Track logistics, schedules, workstream owners and dependencies.

Post-programme follow-up

Capture outcomes, actions and the next phase of engagement.



Commercial delivery and follow-through

An engagement should connect the client's market question with a clear mandate, useful outputs and recorded next steps.

01

Mandate

Objectives, priority customers, selection criteria and scope boundaries.

02

Evidence

Research findings, source records and assumptions that support recommendations.

03

Engagement

Approved outreach, partner discussions and opportunity-development activity.

04

Follow-through

A decision log, opportunity tracker and next-action report.



Engagements shaped around your priorities

Commission one division or combine both under a coordinated workplan.

Assess the Saudi opportunity

Research and entry strategy

Partner and account priorities

Operating requirements

Establish and activate

Entity and employee workstreams

Local finance coordination

Commercial engagement plan

Operate and develop

Corporate administration

Partner and opportunity development

Reporting and escalation



An accountable working relationship

One agreed mandate, defined owners and a reporting rhythm that supports client decisions.

01

Define

Agree the mandate, deliverables and decision owners.

02

Prepare

Collect inputs and set the workplan and dependencies.

03

Deliver

Complete the agreed work with clear status reporting.

04

Review

Assess outputs, next decisions and ongoing support.



Why Strategic Growth Partners

Saudi focus

A proposition designed around the business landscape and operating needs of Saudi Arabia.

Operating and commercial perspective

Corporate Services and Commercial Advisory address connected client priorities.

Clarity of responsibility

The scope names deliverables, client decisions and specialist-provider roles.

Practical visibility

Workplans, reporting calendars and action trackers show progress and dependencies.



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YOUR NEXT STEP

Establish your presence. Develop your opportunity.

Corporate Services / Commercial Advisory

Start with your market ambition, operating requirements and current position.
Together, we define the work needed to move your Saudi business forward.