



Company Profile

Contact Information

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Certified SBA Woman-
Owned Small Business

Duns Number: 026705396

Cage Code: 8DDJ4

Headquartered in Florida, Paratore Enterprises, Inc is fully Spanish/English language capable and has a keen understanding of US Multicultural, Latin American markets as well as US Federal contracting systems.



Company Snapshot

- Fully Bilingual: English/Spanish
- Professional Management Services
- Marketing/Communications/Sales
- Contracting and Vendor Development
- Small Business Development

Corporate Summary and Core Competencies

The Paratore Enterprises, Inc team has over 50 years of experience in providing strategy and consulting in marketing, sales and business management for organizations in the Defense and Tactics space, as well as retail and commercial markets. We provide know-how in vendor relations, trade show/event tactics, Dealer of Record implementation, competitive/differentiator analysis, sales leadership coaching and development. We enable companies to better target their audiences domestically and globally, improve reach, reduce churn and improve pipeline management.

Professional and Management Services

- ✓ Cyber Security Planning: Small Business Focus
- ✓ Team Development Training: Productivity, Cohesion, Coaching and Ethics
- ✓ Small Business Development
- ✓ Talent Acquisition and Development
- ✓ Operational Management and Leadership

Marketing/Communications and Sales

- ✓ Market Research and Competitive Analysis Consulting
- ✓ Multicultural and International Audience Identification and Development. Multi-language disciplines
- ✓ Communications strategies and positioning
- ✓ Traditional and Interactive Marketing
- ✓ Sales Team Strategy Development: NBD, Leads Dev, Customer Acquisition and Retention, churn reduction
- ✓ Build Distribution Network

Contracting and Vendor Development

- ✓ Product Procurement
- ✓ Government contract support and training
- ✓ Contract Management
- ✓ Trade Show support and Tactics: planning, budgeting, manning and leads follow-up

**Professional
Advisors**