

Elevating Profile, Performance, and Growth: An Agency's Transformation Leads to Acquisition

I helped transform a mid-sized agency from a tech-focused firm into a diversified, high-profile player that attracted marquee clients and sustained revenue growth. By elevating visibility through awards, thought leadership, and capability promotion, I positioned the agency as a recognized leader across consumer, hospitality, media, food/restaurants, corporate, technology, health, and corporate sectors.

Within four years, the agency expanded into new U.S. markets and London, launched new practices, including one that grew 400% in its first year, and increased revenue by more than 58% in three years. This profile, performance, and momentum ultimately positioned the firm for acquisition by a global holding company.