

LINCOLN, NH, April 27, 2014 /**24-7PressRelease**/ -- Beacon Worldwide (<http://www.beaconworldwide.com>)

is pleased to announce that it has formed a strategic business partnership with Program Execution (pmX), a firm focused on creating sustainable change within products and services organizations. The partnership will allow Beacon to help more of its client organizations to succeed in sales transformation efforts where guided change management is often critical for success.

"Our alliance with pmX will be vital to many of our clients who struggle to create sustainable change within their transformation programs," says Carl Erickson, President and CEO of Beacon. "Their ability to highlight and mitigate transformational concerns long before they emerge in the field is of tremendous value."

A global consulting provider, pmX offers a proven and practical approach to driving sustainable change and ensuring that clients reap the benefits of their strategic investments. "pmX helps businesses succeed with the execution of critical strategic initiatives, rather than failing to get the benefits they were seeking and overrunning on costs," says Matthew Gunbie, CEO of pmX. "We offer a practical response to the traditional challenges faced by senior executives and the designers of strategy."

Like Beacon, pmX focuses its efforts on developing an understanding of factors that are critical to an organization's success. Beacon's emphasis is on managing complex sales and enhancing the selling function within organizations, while pmX is devoted to guiding execution of strategic changes that are necessary for organizations to compete on the global level.

"Both firms have a very similar philosophy around how to evaluate success factors and how to enable client organizations to adopt a culture of success," adds Mr. Erickson. "I believe that our partnership will help more clients succeed with sales transformation efforts and allow us to offer another layer of insight and analysis to our already extremely successful framework. Given pmX's real-world experience, we see this as an important step forward for how the team at Beacon can better serve our clients and embed real and sustainable change faster."

For further information, please email info@beaconworldwide.com or call Beacon at +1 603-745-8888.

Beacon Worldwide (<http://www.beaconworldwide.com>) is a global sales consulting firm

bringing multi-national insights to clients in over 40 countries. The company's international experience working within a complex framework of laws, regulations, and highly varied organizational structures has given its team members unique insight on sales strategies and tactics that work, and how to successfully implement business practices throughout partner-led organizations in the complex advisory services and software fields.