



COASTAL CONSULTING ACHIEVES GOLD-LEVEL STATUS AS A HUBSPOT SOLUTIONS PARTNER

Wilmington, NC: Today, Coastal Consulting announced that it had achieved Gold-Level as a member of the [HubSpot's Solutions Partner Program](#). A leading CRM platform, [HubSpot](#), works hand-in-hand with partner experts to grow their businesses through inbound services, software, and support.

The Solutions Partner Program is an ecosystem of experts that offer marketing, sales, customer service, web design, CRM, and IT services. It's a global community that believes putting customers first is the key to growth and enables its members to offer a wide breadth of more sophisticated solutions across the entire customer experience.

Over the past six months, Coastal Consulting has grown its business by supporting teams using HubSpot and Salesforce in adopting the inbound methodology. Coastal Consulting aims to deliver a people-first approach to their high quality and empowering services in the marketing automation and revenue operations field to a growing client base using our passionate and loyal team of experts. The team values knowledge sharing paired with high-quality services and client empowerment. Our partnerships are successful when our clients have the tools to do their job without us.

Notable milestones and achievements include:

- Achieved Gold-Level Status on July 23, 2021, after joining the HubSpot Partner Program in May of 2021 - in the top 1% for the pace of moving from new solutions partner to Gold-Level
- In 6 months, increased revenue (on average) 30% Month over Month (MoM) [i.e., each month, we've consistently increased Gross revenue 50% from the previous month]
- In 6 months, increased Net Profit (on average) 165% MoM
- Increased client volume from 1 to 8 in 6 months with a team that's grown from 1 to 5 in the same period
- The firm holds 28 active HubSpot Certifications and four active Salesforce Certifications

About Coastal Consulting:

Founded in 2021 by Lauren Kennedy. Taking a people-first approach, Coastal Consulting provides strategic support with marketing automation and revenue operations for B2B organizations looking to learn and grow with HubSpot and Salesforce. Based in Wilmington, NC, Coastal Consulting has a fully remote workforce across the US and an international client base. Coastal Consulting is a Certified Gold-Level HubSpot Solutions partner and is in the top 1% for growth within the program.