

The Jacobs Group Appoints DropJaw Ventures to Drive Commercialisation and UK Expansion

The Jacobs Group is pleased to announce a strategic partnership with DropJaw Ventures, appointing them as its lead growth and advisory partner to help commercialise the Jacobs business model and drive nationwide scaling initiatives.

Under this partnership, DropJaw Ventures Group, a UK-based specialist in business advisory, scale-up planning, and access to capital will work closely with The Jacobs Group leadership to refine commercial strategy, support capital planning, identify and drive acquisitions along with establishing the frameworks necessary to grow Jacobs' reach across the UK.

A Partnership Built on Growth and Ambition

DropJaw brings a track record of guiding start-ups and scale-ups through pivotal growth phases, helping them improve structure, align stakeholders, and access funding. The Jacobs Group views this engagement as a key accelerator to transform its existing operations into a scalable and commercially resilient enterprise.

Together, the two organisations will:

- Drive expansion into all major UK cities to establish a national footprint and accelerate growth within the SME market.
- Review and enhance Jacobs' business model to ensure robust revenue streams and sustainable margins
- Develop go-to-market strategies tailored for regional expansion and sector focus
- Support capital-raising and funding mechanisms for growth investments
- Introduce operational and governance structures to support scale
- Align stakeholder engagement and change management to deliver growth without compromising service quality

Why This Matters

For The Jacobs Group, this partnership marks a turning point. Rather than growing piece by piece, Jacobs can now systematise its model and build a reputable, replicable blueprint capable of expansion across regions and industries. DropJaw's involvement brings fresh external perspective, growth discipline, and proven frameworks for scaling.

From DropJaw's point of view, working with The Jacobs Group offers an opportunity to make impact at scale in a mature industrial domain, applying its advisory expertise to a business ready for the next gear.

Leadership Voices

“Jacobs has built strong foundations in its sector. Now it is time to sharpen our model, build repeatable patterns, and expand with confidence,” said Jacobs Founder, Daniel Jacobs. “DropJaw is a strategic partnership to bring discipline, market insight, and the tools needed to bring our vision to life.”

Roy Shelton, Managing Partner at DropJaw Ventures, added: *“We have long supported organisations with growth potential but with gaps in their commercial execution or expansion readiness. The Jacobs Group is precisely the kind of ambitious, capable business that will benefit from structured support. We look forward to working side by side, refining their offerings, capital strategy, and scaling path.”*

Next Steps

Over the coming months, DropJaw and The Jacobs Group will initiate detailed strategy workshops, market diagnostics, pilot growth projects, and fundraising roadmaps. These will be supported by regular performance reviews and tight governance to ensure momentum is sustained and measurable.

This collaboration is expected to position The Jacobs Group as a leading challenger in its sector, expanding service delivery and presence across the UK while preserving core values, quality standards, and client focus.

About The Jacobs Group

The Jacobs Group has one clear mission; to help every small and medium-sized business improve its chances of success by giving them access to the essential services they need to grow. We’ve built a business service model that delivers these core services locally, backed by the strength and expertise of a national network. In a world where average service has become the standard, we’re setting out to be the proactive, strategic partner SMEs can rely on, helping them tackle the critical parts of their business so they can focus on achieving their goals.

About DropJaw Ventures

DropJaw Ventures is a multi-award winning business advisory and scale-up support firm based in the UK. Founded in 2007, it provides access to capital, interim management, strategy design, and advisory services to companies aiming to grow or restructure.

Roy Shelton
Managing Partner
DropJaw Ventures
Roy.shelton@dropjawventures.co.uk
07977 237284