

### SCOPE OF WORK FOR EXPORT MANAGEMENT SERVICES

We offers an experienced team of part-time export managers for companies wishing to internationalize or expand their current markets.

#### HOW DOES IT WORK?

- One of our team will serve as your Part-Time Export Manager.
- Who will create go-to-market and growth strategies to capture new markets and segments for your company, set up your distribution channels, get your sales going and expand your coverage.
- You can see him or her as a part-time employee, for a few months or for longer. The projects usually lasts about 6 months to one market, could be longer depending on the market or several markets.
- In general this leads to two or three suitable and interested companies. You can take it from there, or we can assist you further. We will have monthly calls with you to discuss our progress and align with your goals.
- As an export manager, he/she typically utilize your e-mail domain and business cards

#### PART-TIME EXPORT MANGER TYPICAL KEY ACTIVITIES

- Identify distribution partners (Lead Identification (daily)
- Deliver a winning sales pitch
- Multi-Touch Partner Outreach (e-mail, telephone, social media, meetings)
- Sample review & market feedback
- Discuss findings & refine priority markets
- Obtain & review distribution proposals
- Select and appoint distribution partners
- Confirm market entry strategy
- Facilitate compliance
- Reporting

#### BUDGET

Monthly fee ranges from a mínimum of USD \$ 850 (Exclusive of Tax), depending on the countries and commitment.



#### PAYMENT TERMS

1. In the first months we always work on a fixed price basis, with clear deliverables.
2. There is always a payment term at the project start, to ensure your commitment and ours/  
US\$ 850 signing amount before starting the project( **First Monthly installment**)
3. After that, we can work as your agent or local representative (partly) on a commission basis.

***Client Name .....******Client Sign.....******Date.....***