



**INTERNATIONAL
TRADE MATTERS**

**With you, for every step in
your global trade journey**

***The support you need, when and
where you need it***

internationaltradematters.com

Training & Development

Accredited courses & tailored coaching. Delivered online or in-person, by experienced, industry specialists

Business Development & Strategy

Targeting new markets, growing sales in existing territories and achieving your global potential

Compliance & Documentation

In-depth advice on customs declarations, documentation, understanding buyer/seller responsibilities

Whether you're starting out as an importer/exporter, growing your exporting business, or trying to overcome specific challenges, International Trade Matters Ltd can help to navigate the complex web of regulatory, economic and cultural barriers to success.

New markets : new business

International Trade Matters supports your organisation to develop trade opportunities, analysing new markets, organising delegations and making introductions.



Accessing New Markets



Missions & Delegations



Export Strategy



Agents & Distributors



International PR & Marketing

A wealth of experience, combined with access to a number of key trade organisations and services presents the best possible opportunity for an international trade relationship to develop.



Training

Develop & improve your importing and exporting resources

Delivered by specialists with decades of experience in overseas trade, including product marketing, documentary compliance, customs procedures, logistics, distribution and more, a broad range of off-the-shelf and tailored training packages is available.



Training



Mentoring



Coaching

Find a perfect fit, with courses that suit your specific business needs. By creating a hybrid course package, companies can combine elements to suit specific needs, developing key areas of expertise whilst remaining focussed on outcomes. This is usually a very cost-effective method of getting teams up to speed, particularly when coping with change or responding to needs analysis.

Compliance, documentation & audits

Customs declarations, documentation and understanding buyer/seller responsibilities, altogether form a vital part of your ability to trade with other countries.

Preparing your systems and documentation for international trade can help to prevent last-minute snags and deal-breakers when you go to market. At best these will slow you down, at worst, you can lose valuable customers and/or incur unforeseen fees. International Trade Matters provides a host of services to help clients master these important procedures and, in most cases, develop efficiencies and savings.



Customs Procedures



ATA Carnets



Import Declarations



Incoterms®

On-demand support

Your very own, embedded International Trade Manager or retained advisory service – at a level that suits your business.

There may be occasions where your company has to have evidence of at least 3 years' experience in exporting. There are also times when your export department may just need some extra guidance or some training. It could be that you want to ensure compliance, improve your processes or, induct new employees.



Advice



Guidance



Consultancy



IMPORT
SUPPORT
EXPORT

Strategy programmes

A successful export strategy comprises a number of key elements from leadership, strategy and business planning to market, competitor and customer assessment and analysis.

Create a strong Export Strategy and see it through to application in your chosen markets

International Trade Matters provides a range of popular programmes, including;

Global Trade Blueprint

Explore and unlock potential within your organisation using a detailed, visual tool to establish current and future state, leadership signatures, pathways and opportunities. Delivered through an intensive one-to-one workshop series, Global Trade Blueprint is relevant for business leaders at any stage in their journey from start-up/recovery through domestic development and first experiences of importing/exporting to growth across international markets and enables you to prepare your business strategy for an uncertain world.



Can I export?

If you've got a product or service that achieves value and differentiation in your local or domestic markets, then you have a good chance of growing your business in other countries. Gearing up to sell overseas is an investment in skills, processes and capability, but it can bring a host of benefits to the way your business operates.

Why import?

The UK has been a trading nation since prehistoric times, with goods flowing in from every corner of the globe. The opportunity to bring goods and services to your domestic market that are unique, precious, and competitively priced - or to bring materials and components in for processing and re-exporting - represents business practices that have been a way of life for centuries.



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