

References

Programmes - examples

- Department of Trade & Industry - assisting more than 1,000 Danish exporters with initial export initiatives (1998-2003)
- Interreg 2A & 3 A programmes in the Øresund Region (1999-2004)
- Build-up and development of a pan-European network of EU consultants - Team Europe (1990-2003)
- Objective 2 project aimed at developing new occupations in a regional setting (2003-2005)

Individualized projects

- Exportation skills analysis
- Market screening sessions
- Market entry studies
- Complete market studies
- Assessment and evaluation of international marketing channels
- Participation in international trade fairs, industrial seminars and events
- Establishment of subsidiaries - feasibility and implementation
- Search and selection of suppliers
- Outsourcing of manufacturing processes

A wealth of know-how, experience and contacts

The Export Consultants is a network of experienced professionals offering proven skills and expertise within sales and marketing initiatives in Denmark and abroad.

The Export Consultants have assisted a large number of small and medium-sized companies in the development or expansion of export markets.

They have successfully been involved in more than 100 export development projects with more than 1,000 Danish companies and a substantial number of foreign companies.

The Export Consultants can resolve particular export challenges individually or as a team. The work of the Consultants is tailored to suit your specific requirements.

The Export Consultants cooperate with the Danish Trade Council, the Danish Agency for Export Promotion, regional business development centres and has a network of business contacts in Europe as well as other parts of the world.



EXPORTKONSULENTERNE

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**Access to
global markets
and sub-suppliers**



The Export Consultants -
Bridging the gap
between local competencies
and global markets

Denmark at the crossroads in Northern Europe

Denmark is located at the crossroads between Continental Europe and Scandinavia, the Baltic Sea and the North Sea.

This puts Denmark in a central position at the gateway to the Baltic Sea.

Danish industry is mainly comprised of enterprises within the following sectors:

- Food processing
- Shipping and offshore
- Medico and biotech
- IT and telecom
- Transportation and logistics

As well as a developed service sector consisting of both private and public enterprises.

There are some large Danish companies, but most companies are small and medium-sized enterprises (SMEs).



Due to the fact that Denmark has had an open economy and has been trading with the major developed countries as well as the developing world for centuries, many commercial activities in Denmark relate to exports and imports.

This is the environment where the Export Consultants have worked for the most part of their professional lives.

Capability base

The Export Consultants are united by the following basic qualities:

- A master's degree in business administration or technology from Danish or foreign universities
- Management experience from international companies
- Having worked with business development programmes concerning exports, outsourcing and industrial development.

Capability Range

- Experience from joint projects
- Export development from A to Z
- Outsourcing of manufacturing
- International marketing education
- Project management of business development projects
- Same of regional development projects
- Individualized consulting
- Establishment of international distribution channels and subsidiaries
- Market analysis

The Export Consultants



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