

Since 1999 we have been pioneers in Italy in internationalization consulting and active contributors to the evolution of the profession, from Temporary Export Manager to Digital Export Manager and now AI Manager.

UNI Certification

We are among the first EXIM Managers certified according to the UNI 11823:2021 standard, which for the first time officially recognizes and structures this profession, offering greater assurance to clients.

Our values:

INNOVATION

Constant updating on new tools and digital technologies.

RELIABILITY

Responsiveness, availability and accuracy, even in the smallest details.

CREATIVITY

In strategies, in solutions and in daily operational activities.

RESPECT


For companies' history and values, for different cultures and for every client.

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 Dr. Eletta Vettori
Temporary Export Manager • 1999

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AND BOOK A FREE CALL.



ProfileFirst✓

BY



Export
Consulting

CONNECTING BUSINESSES SINCE 1999

B2B PROSPECT LISTS

Tailored, fully profiled,
and 100% on target.



EXIM
MANAGER
SENIOR
UNI 11823:2021



SIITACE
Society of Independent International
Trade & Customs Experts

Connecting Businesses

FAQ

- ✓ **Do you also create supplier lists in addition to B2B client lists?**

Yes, we create all types of lists. The most requested include distributors, suppliers, representative agencies, specialized marketplaces, retail chains, and industrial clients.
- ✓ **Which countries do you cover?**

We develop lists in all countries worldwide, without any limitation, also thanks to our network of foreign correspondents active in over 70 countries.
- ✓ **Which sources do you use?**

We cross-check multiple sources depending on the project and target market, including proprietary databases, Customs Intelligence, official sources, market studies, sector directories, and local consultants.
- ✓ **What does “profiled lists” mean?**

Lists are specifically created for each individual project based on the ideal partner profile defined with the client. Criteria include products and brands handled, sectors served, positioning, turnover, values, quality standards, business model, online presence, and production capacity.

FOR MORE INFORMATION, VISIT
www.exportconsulting.it

- ✓ **What is the *ProfileFirst* method?**

It is the approach we use to build our lists: first we define the ideal partner profile, then we select only genuinely compatible companies.
- ✓ **What distinguishes *ProfileFirst* lists?**

They are tailor-made and include only companies consistent with the ideal partner profile. Contacts are validated and ready to use. Each list is complemented by a relevance ranking and our analyst's notes.
- ✓ **What advantages do *ProfileFirst* lists offer?**

They enable companies to focus directly on pre-selected and targeted contacts, ready to be approached, by outsourcing the complex and time-consuming prospect research and selection process that requires specific expertise.

THE RESULT: REDUCED COMMERCIAL DISPERSION, IMPROVED SALES EFFECTIVENESS, AND UP TO 30% OF CONTACTS SHOWING GENUINE INTEREST.
- ✓ **How long does it take to build a list?**

Starting from one week, depending on the complexity of the project.
- ✓ **Who are your clients?**

SMEs, large companies, independent Export Managers, and Italian and international institutions and organizations.
- ✓ **What does the *ProfileFirst* guarantee consist of?**

EVERY LEAD IS 100% ON TARGET: IF A CONTACT DOESN'T MATCH THE AGREED PROFILE, WE REPLACE IT.