international trade / export consultants

Tender Title:Winning Pitch Associate Pool for Wales 2020

# Background

Winning Pitch is one of the most experienced, high growth entrepreneurial coaching businesses in the country, bringing proven business insight and powerful solutions to organisations from start-ups to FTSE 100 companies. We help businesses and the people behind them grow faster and further than they imagined possible. We provide trusted advice from ambitious start-up through to successful scale-up.

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For ambitious entrepreneurs and business owners we help them realise their true potential. For local and central Government we design, deliver and manage complex, high value business growth contracts.

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We have a deep empathy with the, often lonely, high growth journey.  Our authenticity is founded in our personal experience of having travelled the road to high growth.  We’ve being doing this for over 30 and we now address a community of over 13,000 fast growing businesses.

# Requirements

We are currently looking to increase our pool of highly capable and experienced associates and partners for 2020. As such, we are interested to hear from you if you have expertise in supporting businesses to export. The primary requirements of this sub-contracted role are to:

* Provide development support and guidance for new exporters within Wales who are trading overseas for the first time, ensuring ease of entry into global markets
* Provide support for existing exporters to increase their market share in current markets and in existing new markets through tailored specialist one to one support.

The type of projects will vary depending on sector, country market and type of activity requested by Welsh business. A typical project will be between 5-10 days, demand numerous client visits across Wales and cover some of the following areas:

* development of export strategies/plans
* export market research projects
* specific sector overviews by country market
* country market selection process
* identification of most suitable routes to market
* all aspects involved in the logistical element of trading internationally
* international finance
* use of E-commerce for international business
* exhibition preparation
* documentation
* licensing
* international marketing
* managing partners overseas

# WE WOULD LIKE TO HEAR FROM YOU IF

* you are able to deliver face to face pan-Wales
* able to deliver face to face in specific sub-regions of Wales;
  + North wales
  + Mid Wales
  + South East Wales
  + South West Wales

# How to Respond

To apply to join Winning Pitch's Associate Pool for Wales please visit our website at [www.winning-pitch.co.uk/apply](http://www.winning-pitch.co.uk/apply) to download our Skills Matrix and Profile template. You should then complete this template and email it to <c.moores@winning-pitch.co.uk> with the subject heading **Associate Pool for Wales 2020** by 1st March 2020, together with a covering letter.

* Covering Letter should include;
* confirmation that you have or will obtain Public Liability Insurance £5m, Professional Indemnity Insurance £500,000
* preferred standard day rate for your services and any reduced rate offered for a guaranteed number of days / period of work
* indication of which geographic Associate Pool you would like to be included;

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| --- | --- |
| WP:01 | North Wales |
| WP:02 | Mid Wales |
| WP:03 | South East Wales |
| WP:04 | South West Wales |
| WP:05 | Pan Wales |

* Curriculum Vitae

**Please Note:** Acceptance into the Winning Pitch Associate Pool for Wales does not guarantee that you will be offered work. However, where Winning Pitch enters into successful bidding opportunities and contracts for Business Support & Start-Up Services, we will select appropriate Associates to deliver the services & issue contracts at that time.