

Associate Skills Matrix & Profile

Skills & Experience Details

Your name:	
Your company name:	
Address:	
Postcode:	
Contact phone number:	
Contact email:	

Sector Experience

Please select a maximum of 3 priority sectors from the list below where you feel you have particular strong experience. It is perfectly acceptable to just select 1, or maybe 2 if this best describes your specialism. **Please place an 'X' in the boxes below**

Advanced manufacturing	Finance
Aerospace & automotive	Food & drink
Business & professional services	Information & communications technology
Construction	Life sciences
Consumer products	Professional services
Digital & creative industries	Tourism
Environment & Sustainability	Other (please state)

Areas of Expertise

Please select a maximum of 5 areas of expertise which you feel you have particular experience and knowledge of from the list below.

Please place an 'X' in the boxes below

001	Development of a practical export strategy/action plan
002	Export documentation / paperwork
003	Export market research projects
004	Financing your export venture
005	Identifying the most appropriate route to market
006	International licensing and Intellectual Property
007	International marketing and promotion overseas
008	Optimising overseas exhibitions, trade fairs and Trade Delegations
009	Selecting and managing overseas partners

Areas of Expertise Continued

010	Selecting the optimum country market
011	Setting up an operation overseas
012	Specific sector overviews by country market
013	Transportation and logistics
014	Use of eCommerce for international business
Other (please state)	

Coach Profile

Please provide a 250 word summary on your career background specifically related to Exporting plus Export Consultancy/Advice. Feel free to mention any Export Support Programmes or Public Sector Initiatives that are relevant.

We require bullet point-led, succinct and measurable examples of the roles, consultancy projects.

**Summary &
current portfolio:**

Your recent track record

Please provide below 3 case study examples that showcase your ability as an International Trade / Export Consultant. We are especially interested in your most recent assignments - in particular those that have taken place over the past three years. Provide 3 short "1-paragraph" case-studies each of which addresses the following:

- name of business/sector
- what export challenge/problem the business was facing
- the specific export consultancy activities you delivered
- the export outcomes/results that were generated as a result of your intervention

Notable high growth coaching successes:

1.

2.

3.