

CENTRAL ASIA INVEST IV
“AGROCOMP - Value chain competitiveness of agro-business & food processing SMEs through sustainable development and eco-innovation in Uzbekistan and Kazakhstan”
TWINNINGS IN EU -- July 2019 (indicatively from 22nd to 26th)
 Uzbek Delegation

	NAME / SURNAME	NAME OF PROFILE ORGANIZATION	POSITION	ROLE IN THE PROJECT	FIELD OF ACTIVITY	LEARNING OBJECTIVES AND SCOPE OF VISIT
1	Dinara Gabdulhakova	company – Business Monitoring Group, address: 13, K.Isakov street, Namangan city, Namangan region. e-mail: d.gabdulkhakova@chamber.uz	Director; good in English	Professional Network target group representative	CCIU Uzbekistan Unitar Enterprise Business Monitoring Group. Management of UE, development of educational programs, conducting trainings, seminars etc.	Familiarity with the educational and training centres from agricultural sector in Italy. I would like to study the methods of teaching adults, development educational programs, etc., new technologies and regulations during production, experience in product promotion
2	Nilufar Makhmudova	company – Republican Centre for teaching basics of entrepreneurship; address: 51, 17 block of flat, Nukus street, Mirabad district, Tashkent city; e-mail: n.mahmudova@chamber.uz	Head of department; good in English	CCIU Head office	The human resources department is responsible for the following tasks: - Hiring and Recruiting Actively recruiting, screening, interviewing and hiring qualified candidates for open positions. - Training and Development Handling the training and development of staff within an organization. Creating training programs and conducting training for new hires and existing employees. Also, working in conjunction with department managers and supervisors to determine the training needs of employees. Regional programs of the trainings and educational seminars mostly cover the topics related to agriculture, food and beverages, innovational solutions as well as supply chain management in agriculture as the mentioned spheres are traditional types of business in regions. - Employee Relations Interpreting and enforcing employment and labor laws such as equal employment opportunity, fair labor standards, benefits and wages, and work hour requirements.	Main learning objectives - Understanding Food & Beverage Production in Europe - Quality in Food & Beverage Production - Supply Chain Management in Food & Beverage - Vertical Integration in Food Supply - Essence of Organic Food in contemporary context - Consultancy practices in Agriculture, Food and Beverages Scope of the visit - Training by leading specialists in Italy - Visiting the exemplary entities in Agriculture and Food - Networking with consultancy companies in the field





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3	Ilkhom Khafizov	company – Chamber of Commerce and Industry of Uzbekistan, Namangan Branch, address: Chartak district, Namangan region4 e-mail:i.khafizov89gmail.com	Leading specialist; good in English	CCIU Namangan branch staff	Chief specialist of the Business promotion center of Chust region under the Chamber of Commerce and Industry. Main task: working with documents of companies, preparing business plans for them.	1. Which companies in agriculture and food industry are you interested in? Italy is the highest country in agriculture and food industry sphere. And I heard that many companies engage in this sphere. I want to know companies which work in agriculture and food industry. It is also interesting for me to know what kind of new technologies are used in these spheres. 2. What exactly do want to study? I want to know the business plan of companies in agriculture and food industry if it's possible. Vine and pasta. Are there any secrets in industry these products?
4	Bekhzod Rasulev	company – Uzbekozikovkatzakhir a, address: 209, Mavze 4, Yunusabad district, Tashkent city4 e-mail: b.rasulev@uzsavdo.uz	Deputy head of investment department; good in English	Professional Network target group representative	Main task are : - conducting on permanent basis in the cities, specialized fair trades for the implementation of fresh fruit and vegetables, potatoes, melons and grapes; - wide attraction of direct investments in order to strengthen the material and technical base for storing fruit and vegetables, as well as the introduction of modern high-technology equipment for processing and packaging of food products; - systemic studies of the conjuncture of the domestic consumer market;	The main purpose of visit is to keep getting deep information about value added chain, marketing and management instruments practiced and used by leading EU companies in agricultural and food industry. Learn the practices of EU companies regarding the process of growing, processing and labeling of agricultural and food products. Networking with leading EU companies in order to cooperate in trade, innovation and investment fields. Further development of personal skills with aim of further use the best EU company's practices in agriculture and food industries in training sessions for local entrepreneurs in Uzbekistan.



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5	Pulat Salikhov	company – Nuteco PremiumLtd, address: 22, 53 street, Markaz 5, Yunusabad district, Tashkent city; e- mail:pulatsalikhov@g mail.com cell phone: +99898 128 46 26	Co-founder "Nuteco PremiumLtd"; good in English	Profes sional Netwo rk target group repres entativ e	<p>NUTECO PREMIUM Ltd. was founded in 2015. In a short period of time, we managed to gain the trust of many consumers, in particular people who appreciate healthy food.</p> <p>Currently, our company specializes in the production of natural nut butters such as</p> <ul style="list-style-type: none"> - Peanut butter - Almond butter - Hazelnut butter - Pistachio butter - Walnut butter - Sesame butter (tahini) <p>We also produce ALMOND FLOUR, which is ideal for the production of the famous macarons.</p> <p>This year we are planning to increase our production capacity. Therefore, we would like to buy high quality almond flour production line. We have already got commercial proposals from China and Turkey, but the quality of their equipment did not meet our expectations.</p> <p>Recently we have repaired our manufacturing facility, so there are 150 sq. m free space for a new production line.</p>	<p>•Get acquainted with the production of almond flour and pistachio butter in Italy.</p> <p>•Establish business contacts for further cooperation</p> <p>TOPIC OF INTEREST</p> <ul style="list-style-type: none"> •Packaging process •Milling process •Production management •Disinfection process •Drying process
6	Shakhnoza Begmatova	company – Business Women Association of Uzbekistan, Tashkent region; address: Chirchik city, Tashkent city; e-mail	Life Coach/Busi ness Trainer; good in English	Profes sional Netwo rk target group repres entativ e	<p>Business Women Association of Uzbekistan, Tashkent region.</p> <p>Business Women's Association of Uzbekistan "Tadbirkor ayol" (BWA) is one of the first female NGO created in Central Asia in 1991</p> <p>The main mission is aimed at improving women's business education and developing women's entrepreneurship across the country. As well as to promote and to protect economic, social rights and opportunities of women, support of their entrepreneurial and public initiatives, assistance in providing access to financial, educational and information resources.</p> <p>Life Coach/Business Trainer - Helps women to clarify life's goals, new ideas for business and entrepreneurial skills toward achieving them. Helps women entrepreneurs to start, to develop and expand their business. Works on helping women identify aspects of their lives that need growth and development provides coaching to businesses generally.</p>	<p>Which companies in the agricultural and food sectors are you interested in? - Would be nice to meet Associations in Italy, who involved in skills development for business start-ups for women especially, As well as to visit food sectors which operated by Women Entrepreneurs. (mostly ECO production would be desirable)</p> <p>What exactly do you want to study? - My main tasks and objectives in BWA of UZ (Tashkent region) on my duties are to help and support women to start, to develop and to strengthen their entrepreneurial skills which help them to drive their business in all areas. In this case, I would be interested in understanding the real process of sustainable development and eco-innovation in the businesses of Italy... Including, self-empowerment and skills development for business start-ups - integrated approaches for female entrepreneurship and more information&knowledge</p>



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						<p>about competitive and comparative advantage in marketing and how it will help to develop the strength of entrepreneurs and their businesses.</p> <p>What information to get? - The most two objectives I would like to get information about are</p> <ol style="list-style-type: none"> 1. The way of self-empowerment and skills development for business start-ups - integrated approaches for female entrepreneurship International level 2. Information about the Value Chain Competitiveness for agro-business/food processing sectors at International level, about competitive and comparative advantages
7	Quanishbay Azerbaev	company – Chamber of Commerce and Industry of Uzbekistan Karakalpakstan branch; address: 62, Tumar street, Nukus city, Republic of Karakalpakstan; e-mail: q.azerbaev@gmail.com	Deputy Head of the Karakalpak administration of the Chamber of commerce and industry of Uzbekistan; good in English	CCIU Karakalpakstan branch staff	<p>Organisation profile: Assistance and support to entrepreneurship development in the Republic of Uzbekistan.</p> <p>Description of duties: Providing support to business entities, advising business entities, organizing trainings, seminars, preparing business plans, recommendations for improving business. To study the development of entrepreneurial activity in certain regions of the Republic of Karakalpakstan. Identification of barriers in the development of entrepreneurship and take the necessary legal measures to eliminate them. Providence survey among entrepreneurs of small and medium-sized businesses on the analysis of other difficulties in their work activities.</p>	<p>Acquaintance with the procedure of processing and technologies of agricultural products. Meet with the companies producing livestock products (milk, meat, wool, etc.). Get acquainted with the working process of innovative technologies and search for new ideas in the agricultural sector of Italy. Study the method of supporting and consulting in the agricultural sector of Italy. Get an information of state benefit in agricultural sector.</p>



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8	Sherzodbek Kurbonov	company – Chamber of commerce and Industry of Uzbekistan Namangan branch, address: 23, 14 street, 3 milkrorayon, Namangan city, Namangan region; e-mail:	Leading specialist; good in English	Professional Network target group representative	Chief specialist of the “Assistance in developing business plans” Section of the Namangan regional territorial department of the Chamber of Commerce and Industry of Uzbekistan. Description of the main tasks: 1. Providing advice on doing business. 2. Assessing the business status of the enterprise, financial, inventory and labor resources of the enterprise. 3. Evaluating the production and innovation potential of the enterprise, determines the problems of the enterprise in the field of business. 4. Evaluating the development prospects of the enterprise. 5. Analyzing the current development projects of the enterprise; develops new projects for enterprise development plans, calculates their economic feasibility. 6. Developing a plan for financial and logistical improvement of the enterprise. 7. Monitoring business trends and market needs, prepares input materials for developing business projects, prepares a financial and economic rationale for projects, coordinates work on the implementation of individual projects. 8. Coordinating his actions with the actions of the sectors and individual specialists in the implementation of business projects. 9. Providing advice on the development of business plans, commercial terms, agreements, contracts and contracts, assessing the degree of possible risk; when negotiating with counterparties, when making major transactions.	The purpose of participating in an internship on the AGROCOMP project is to improve the knowledge and understanding of key differences in the development of the agricultural sector of the economy, the implementation and monitoring of innovative development programs. Main learning objectives: 1. To improve knowledge of the level of development of the agricultural sector, key differences in the development of the agricultural sector of the economy. 2. To improve knowledge and understanding of innovation development in the agricultural sector. 3. To learn government’s role in stimulating and facilitating research on innovation development in the agricultural sector. 4. To learn science parks, innovation clusters and technology platforms, business incubation and nurturing technology businesses, agriculture research laboratories; 5. To participate in the field visits; 6. To learn experience on-the-job training and technical instructions; 7. To attend seminars, study real case studies and success stories; 8. To improve knowledge and skills in the practical situations; 9. To meet with professionals, establish contacts and collaborative links with organizations.
9	Ilkhom Aliev	company – Chamber of Commerce and Industry of Uzbekistan, address: 67, Shirmonbulak street, Yashnabad district, Tashkent region; e-mail: i.aliev@chamber.uz	Chief specialist; good in English	CCIU head office staff	I have the following responsibilities and functions: - assistance in expansion and strengthening of financial and technical cooperation of the Republic of Uzbekistan with donor countries and international financial institutions, development and implementation of practical measures to attract technical assistance, particularly to the private sector; - development of cooperation with International Financial Institutions, International funds, foreign companies in terms of building SMEs' capacity; - learning new markets and opportunities of building cooperation with foreign organizations and private companies;	The main objectives of the internship are 1) studying sustainable production and eco-innovation practices in the agribusiness and food processing sectors; 2) learning new markets and opportunities of building cooperation with Italian entrepreneurs in terms of establishing joint ventures; 3) learning the export and import potential for further development of trade; 4) establishing business contacts with Italian



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					<ul style="list-style-type: none"> - undertaking measures on the further improvement of business environment to stimulate entrepreneurship through preparation of proposals and recommendations on bringing amendments to legislation aimed to improve legal and economic terms for entrepreneurship; - introduction of internationally-accepted norms and foreign best practice of business in Uzbekistan; - preparation of analytical documents concerning SMEs, private sector, business environment, investment climate, international experience; - organization of seminars, workshops, conferences, round-tables concerning SMEs, private sector, business environment, investment climate, international experience; - coordination of all technical assistance projects implemented with the participation of Chamber with a view of achieving the objectives set. - assistance in organization of fairs, exhibitions and business forums. 	<p>businessmen for further cooperation;</p> <p>5) participating in ongoing fairs, exhibitions and business forums.</p> <p>As I work in the Chamber of Commerce and Industry of the Republic of Uzbekistan, getting acquainted with the business climate in Italy as well as learning eco-innovation practices in the agribusiness and food processing sectors are very important in terms of introduction of foreign best practice in Uzbekistan.</p>
10	Sayra Utemuratova	company – the Ministry of agriculture of Republic of Karakalpakstan, address: 3, S.Raximov street, Nukus city, Republic of Karakalpakstan; e-mail:kadr1@agro.uz	Human resource manager; good in English	Professional Network target group representative	<p>Sayora Utemuratova is currently working as Human Resources manager at the Ministry of agriculture of Republic of Karakalpakstan. She is highly appreciated by her colleagues for being responsible worker with teamwork skills and for finding appropriate approach for any kind of issue. She is able to speak several languages, which are: Russian, Uzbek, English, Karakalpak.</p> <p>Her responsibilities are accepting or rejecting the applications, basing on the background information, previous job title, interview and job experience. She is also responsible for issuing documents related to the job of the staff</p>	<p>I am planning to participate In this program to improve my teamwork and leadership skills, so I can use the obtained skills in my country in the sphere currently I work. Italy is known for its highly developed agriculture, has many potential possibilities, which can be used with Uzbekistan. For instance, I would like to learn more about irrigation systems, bulldozers that are produced in Italy and highly appreciated in the world market. Moreover, there are many sorts of fruits and vegetables that consume less water and have high productivity, that can be imported into Uzbekistan.</p>
11	Gulnora Khodjaniyazova	company – NGO “Ayol va Zamon”. Director, trainer. address: 24, A.Temur, Termez city, Surkhandarya region. e- Skype:	Director, trainer; good in English	Professional Network target group representative	<p>Her responsibilities are training organizations and companies in the agricultural sector and the food industry; Sharing international experience in product promotion, working with foreign manufacturers, logistics, price setting.</p>	<p>Familiarity with the characteristics of the agricultural sector and the food industry, with educational centers operating in the agricultural sector, with cooperative farms in the agricultural sector and the food industry in Italy.</p> <p>I would like to study the history of industrial culture, new technologies and regulations during production, experience in product promotion, to receive information about the advantages of working with</p>



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		Web link:				Italian manufacturers, the advantages of Italian products, also about the features of logistics from Italy, the prices of products of interested companies.
12	Azamat Turgunov	company – Chamber of Commerce and Industry of Uzbekistan Namangan branch, address: Oqtikan, Chartak district, Namangan region e-mail: a.turgunov@chamber.uz	Head of department; good in English	Professional Network target group representative	<p>Main tasks are:</p> <ol style="list-style-type: none"> 1. Providing advice on doing business. 2. Assessing the business status of the enterprise, financial, inventory and labor resources of the enterprise. 3. Evaluating the production and innovation potential of the enterprise, determines the problems of the enterprise in the field of business. 4. Evaluating the development prospects of the enterprise. 5. Analyzing the current development projects of the enterprise; develops new projects for enterprise development plans, calculates their economic feasibility. 6. Developing a plan for financial and logistical improvement of the enterprise. 7. Monitoring business trends and market needs, prepares input materials for developing business projects, prepares a financial and economic rationale for projects, coordinates work on the implementation of individual projects. 8. Coordinating his actions with the actions of the sectors and individual specialists in the implementation of business projects. 9. Providing advice on the development of business plans, commercial terms, agreements, contracts and contracts, assessing the degree of possible risk; when negotiating with counterparties, when making major transactions. 	<p>1. Which companies in agriculture and food industry are you interested in?</p> <p>As we know that Italy is one the richest country in agriculture and food industry. There lots of companies are engaged in this sphere. I would like to know the latest top companies which work in agriculture and food industry. It is also interesting for me to know what kind of new technologies are used in these spheres.</p> <p>2. What exactly do want to study?</p> <p>I want to know the business plan of companies in agriculture and food industry if it's possible. Olive and cheese. Are there any secrets in industry these products?</p>



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13	Ulugbek Makhmudov	company – Uzbekozikovkatzakhir a, address: 52, Tor-1 street, Olmazor district, Tashkent city; e-mail: u.makhmudov@uzsavdo.uz	Deputy Chairman; good in English	Professional Network target group representative	Main responsibilities of the Deputy Chairman (Investments and foreign economic relations) of the association: 1) To attract FDI to the association and to its members to develop their material-technical base; 2) To establish cooperation with foreign partners in order to promote the projects made by the association members; 3) To meet and hold meetings with foreign companies appointed by government; 4) To monitor the condition of existing cooling chambers and to keep them working to peak period; 5) To promote the association member's products in foreign markets in order to increase the export potential of the companies.	The main purposes of current internship program in Italy are: - to establish strong strategic cooperation with Italian manufacturers and service providers in agriculture and food sectors; - to learn and implement the efficient Italian value added chain model to Uzbekistan agrisector in order to achieve resource efficiency; - to visit the Italian manufacturers of fruit and vegetable processing machineries, cooling chambers and logistics service providers; - to learn and to experience the implementation of green economy in EU and to analyze how to adapt it in Uzbekistan environment;
14	Kuanishbay Tursunov	company – Chamber of Commerce and Industry of Uzbekistan, Karakalpakstan branch; address: 9, Tasli jap street, Khojeli district, Republic of Karakalpakstan; e-mail: qtursunov@umail.uz	Head of the Sector for the Coordination of the Service of the Centers for the Support of Entrepreneurs of Cities and Districts of the Karakalpak Republican Administration	Professional Network target group representative	Organisation profile: Assistance and support to entrepreneurship development in the Republic of Uzbekistan. Description of duties: Coordinate the activities of the Centers for the Support of Entrepreneurs of 15 district and city. Providence of daily meetings with entrepreneurs, provide consultative assistance in obtaining a loan, preparation of business plans. Prepare quarterly, semi-annual and annual reports on the activities of the Karakalpak Republican Administration of the Chamber of Commerce and Industry of the Republic of Uzbekistan. Head of the Sector for the Coordination of the Service of the Centers for the Support of Entrepreneurs of Cities and Districts of the Karakalpak Republican Administration of the Chamber of Commerce and Industry of the Republic of Uzbekistan; good in English	Acquaintance with the procedure of processing and technologies of agricultural products. Meet with the companies producing livestock products (milk, meat, wool, etc.). Get acquainted with the working process of innovative technologies and search for new ideas in the agricultural sector of Italy. Study the method of supporting and consulting in the agricultural sector of Italy. Get an information of state benefit in agricultural sector.



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15	Bekhzod Umarov	company – RANSIF group, Business-consulting, address: 2/4, Qoraqamish, Olmazor district, Tashkent city; e-mail: bekhzod.umarov@gmail.com	business consultant at RANSIF group; good in English	Professional Network target group representative	I am Bekhzod UMAROV, a business consultant and Project manager at RANSIF Group Company – multivectoral company which has competence in Consulting, Agriculture, Cosmetics and Information Technologies. We not only sell these products, we also organize trainings and workshops with foreign experts for Uzbek farmers. I see that many Uzbek farmers still work in old style because they don't have access to latest knowledge and that's why it's hard to compete in fast developing market. Best experience from our foreign partners helps to our farmers to have better harvest, to make more effective production, to be competitive in local and international market.	We work closely with Uzbek farmers providing them with best innovations in the field of agriculture: new varieties of different types of seeds, fruit trees, greenhouses, cattle and others. I see that many Uzbek farmers still work in old style because they don't have access to latest knowledge and that's why it's hard to compete in fast developing market. That's why the project AGROCOMP is very useful for our country. European partners of RANSIF Group Company are mostly from France and my scope of participation the program is to find Italian partners in agricultural sector and to learn Italian experience in this field.
16	Anvar Bakhromov	company – Chamber of Commerce and Industry of Uzbekistan Tashkent city branch, address: 37, Kvartal S, Chilanzar district, Tashkent city; e-mail: anvar.baxromov@mail.ru	Leading specialist; good in English	Professional Network target group representative	Organization profile CCI of the Republic of Uzbekistan was established in accordance with the Decree of the President of the Republic of Uzbekistan dated 07.07.2004, and acts on the basis of the Law of the Republic of Uzbekistan "About the Chamber of Commerce and Industry of the Republic of Uzbekistan". - non-governmental non-profit organization, which incorporates business entities on a voluntary basis, in spite of the form of ownership, numbers of employees, size of capital and activities. Basic goals: - creation of favorable conditions for the development of entrepreneurship, improvement of the business environment; - protection of the rights and legitimate interests of members of the Chamber; - assistance in establishing business relations with foreign partners; - improving the skills of business entities and promoting competitiveness. main job responsibilities - assistance and consultation in the creation of a business entity - assistance and consultation in the creation of business plans - Consultation on the unification of business processes - assistance in establishing contacts with foreign partners	I will be glad to take part in this internship project "AGROKOMP" in Italy and get acquainted with agriculture, in particular with the horticulture of Italy which is one of the leaders in Europe. To get acquainted with all the conditions and opportunities provided to agricultural enterprises by the government and local government, with stern standardizations in agriculture and food industry and how the companies coping with a competitive environment and how enterprises cope with competition in the market.



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17	Bakhtier Tukhtaev	company – Business Consultant / Trainer, address: 67, Qora Su3, Mirza Ulugbek district, Tashkent city; e-mail: bakhtier@tukhtae v.com	Business Consultant / Trainer; good in English	Professional Network target group representative	Private company. Marketing analytics, marketing strategy development. Duties: general management, conducting trainings on marketing, branding, SMM	Main learning objectives - Understanding Food & Beverage Production in Europe - Quality in Food & Beverage Production - Supply Chain Management in Food & Beverage - Vertical Integration in Food Supply - Essence of Organic Food in contemporary context - Consultancy practices in Agriculture, Food and Beverages Scope of the visit - Training by leading specialists in Italy - Visiting the exemplary entities in Agriculture and Food - Networking with consultancy companies in the field
18	Jovkhar Khaydarov	company – Chamber of Commerce and Industry of Uzbekistan, address: 23, Sergeli, Sergeli district, Tashkent city. e-mail: j.khaydarov@chamber .uz	CCI of Uzbekistan Karakalpakstan Regional branch support staff , good in English	Professional Network target group representative	Main tasks and responsibilities are: - participation in the integrated development of regions, increasing socio-economic significance and development of projects and programmes; - the study of systemic problems with regards to entrepreneurship and handicraft in the regions, as well as providing timely solutions; - attracting entrepreneurs to small industrial zones producing import-substituting and export-oriented products (goods, services); - to organize the productive use of vacant and unused basement facilities.	In the visit, I want to know more about organization of the agri-food chains, consumer behavior, food quality and safety issues, economics of nutrition and food security. It is also good for me to know more about Export & Internationalization: regulations in relation to Agro Business and Food Processing target sectors. The role of e-commerce in the International scene.





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19	Alisher Rustamov	company – Entrepreneur, address: 20, Tuzel-3, Yashnabod district, Tashkent city. e-mail: arustamov@texnomart.uz	Trainer; good in English	Professional Network target group representative	Manager in Texnomart and Business trainer. Trendy trade - the company exists since 2008 and was first established in Tashkent city. Company owns well known chain of stores - Texnomart. There are 14 home appliances and electronics stores across the country under this brand name.	To see the relevant available industries and understand the core differences in operations that may lead to enhance our own production or establish new segments of production. This information will help in developing training and coaching programs oriented to business. Learning service standards in retail, hospitality and food & beverage sectors in order to implement the key points in Uzbekistan to meet the high standards of increasing tourism sector.
20	Evgeniy Sivenko	company – "San Vito Drinks", address: 19 Nukus street, Yashnabod district, Tashkent city. e-mail: evgeniy.sivenko@gmail.com	Head of sales and marketing; Advertising agency "Custos"- Owner good in English	Professional Network target group representative	1) Distribution company "San Vito Drinks". <i>Head of sales and marketing.</i> <ul style="list-style-type: none"> • Introduction of marketing planning activities. • Monitoring and analysis of the competitive environment (retail and wholesale prices, assortment strategy, advertising and trading strategy). • Formation and management of the company's assortment policy. • Development of a marketing strategy for the development of a brand (competitors, target audience, positioning, promotion). • Development and implementation of a comprehensive promotion program: Trade marketing, ATL, BTL. • Development of brand communication strategy. • Analysis of the effectiveness of ongoing activities. • Development of common standards for visual merchandising for your own retail network • Development of loyalty programs for customers. Segmentation customer base. • Maintain corporate identity and adhere to the standards of service of its own network of retail stores. • Business negotiations • Drawing up sales plans and monitoring their implementation; • Conducting financial and economic activities; • Control of receivables; • Selection, training, certification of personnel, development of a motivation system; • Development of marketing policy of the company, • Study of the target audience, consumer demand, its impact on product sales and the preparation of proposals to improve its competitiveness, and 	Familiarity with the characteristics of the agricultural sector and the food industry in Italy. Companies of interest: <ul style="list-style-type: none"> - FRANCIA LATTICINI - AZIENDA VINICOLA SAN GIOVANNI - FONTANA ERMES SPA - FUSARI SRL - CAFE SRLS I would like to study the history of industrial culture, new technologies and regulations during production, experience in product promotion. I would like to receive information about the advantages of working with Italian manufacturers, the advantages of Italian products, also about the features of logistics from Italy, the prices of products of interested companies.



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				<p>consumer requirements for products;</p> <ul style="list-style-type: none"> • Work with key clients (Key Account Management) • The holding of trainings • Marketing budget management as part of plan implementation • Create regular marketing reports. • Development of promotions aimed at increasing sales and analyzing their effectiveness. <p>2) Advertising agency "Custos". <i>Owner.</i></p> <ul style="list-style-type: none"> • Full control over the work of Advertising Agency • Search and attract customers, develop new types of company services, • Business negotiations • Market monitoring and analysis • Pricing, price creation. • Staff motivation 	
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