



The services of **Finnish Export Sales House** are a logical, practical and efficient operating model for export companies that want to launch or streamline their export operations to the EU and the rest of the world.

WE EDUCATE

We provide **specific export education** to foreigners who moved to Finland as well as to Finns who have good international work experience. Our main objective is to get them qualified experts in the export field with in background an existing strong language and culture know-how of one or several export target countries.

WE MARKET AND HIRE

These export experts are **marketed to Finnish export companies** on the basis of a **fixed-term contract**, generally for 1-6 months, at low cost and minimized risks for the export company. We take care of employer obligations during the hiring period. Tasks, working hours, salary and other terms depend on the contracts we make with the export companies.

The main tasks of our export experts are to develop and perform the required export activities devoted to the export target countries according to the business needs of the export company. The work is most of the time carried out at the export companies' premises. Our senior consultant coordinates the activities in the background during the hiring period.

Our objective is always that our customers employ our experts at the end of the contract.

WE PROVIDE EXPORT SUPPORT SERVICES

Export companies can also have quite specific needs to accelerate their exports and to develop successful export operations. Related to that we provide extra **export support services** that can be handled by either our export educated experts, our experienced export managers or our partners depending on the export company's needs, requirements and wishes. Our export support services are:

- market research
- export mapping
- trade fair projects in the target countries
- export sales
- dealers acquisition
- activation of dealer network
- import assistance

WE HELP ON EXPORT GRANTS

For many of our services our customers may apply for a wide range of **export grants** on which we can also provide help e.g. we can take care of the bureaucracy and the application for grants on behalf of our customer.