

GERMANY / FRANCE

STRATEGIC CONSULTATION

Checklist for an initial free and non-binding strategic consultation

Please download the document
and return it completed to

g.untereiner@acct-international.com

Handy : 0173 52 77 540

DATE :

COMPANY

Corporate name:

Address:

City:

Postal code

Website :

Central phone :

Contact name:

Contact position:

Direct phone:

Mobile:

Email:

Languages spoken:

Activity or industry sector:

Products or services offered:

Main competitive advantages:

Main competitors (domestic & foreign):

Target clients:

Usual sales channels

| Key figures | 2019 (exp.) | 2018 | 2017 | 2016 |
|--|-------------|------|------|------|
| Global operating revenue (indicate currency) | | | | |
| Export revenue (ind. currency) | | | | |
| Revenue in Germany (ind. currency) | | | | |
| Revenue in France (ind. currency) | | | | |
| Number of employees | | | | |

Main export markets:

Sales channels abroad:

Business development projects in Germany:

Business development projects in France:

SPECIFIC POINTS OF INTEREST

Training

F D

- Strategy und Marketing
- Prospection and negotiation
- Human resources management and comparative management
- Location and customer relationship management
- External growth: strategic alliances, acquisitions, investments and joint ventures
- Intercultural management workshops

Human resources consulting

F D

- Field sales representatives
- Engineers
- Back office employees
- Pay roll management
 - Social and fiscal accounting
 - Travel expenses accounting
- Sales force integration and launching
 - Strategic launching workshop
 - Customer-oriented sales training

Local subsidiaries/sales offices: formation, domiciliation and outsourced management

F D

- „Turn key“ company formation
- Personalized management of your front office under your name
- Management of back office sales administration

Optimization of sales force

F D

- Sales audits
- Strategy und sales workshops
- Employment termination: procedure and budgeting
- Recruitment of field sales representatives

External growth and strategic alliances

Search

F D

- Screening and definition of a long-list of targets, selection of a short-list
- Approach of targets, presentation of projects, scheduling of business meetings, negotiation support
- Management audits
- Commercial audits
- Audits ; legal affairs and taxes

Integration

F D

- Analysis o the management styles
- Preparation of the integration strategy and tactical plan
- Implementation of the integration strategy and accompanying the change process through:
 - seminars and workshops:
 - Intercultural management
 - Intercultural coaching

OTHER REQUESTS:

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Place, date

Company stamp / signature: