

# FOREIGN COMMERCIAL

## OFFICE TDHI

Since 1989 DH Group [www.dhgroup-international.com](http://www.dhgroup-international.com) offers the service worldwide. Since 2015, thanks to their know-how, the TDHI Group has been promoting it in the CEMEA area. From 2020, unfortunately thanks only to the pandemic, TRUST DH ITALIA has started to offer it also to Italian SMEs. Why only thanks to the pandemic? Because now Italian SMEs are listening. Those who do not operate remotely in markets are destined to disappear, with or without a pandemic.

Whether the Sales Director works in the company in Italy, or from Vilnius, Paris or Osaka does not change anything. It is just a matter of understanding that in the 21st century we can and must evolve.

We have created a project that provides an absolutely essential service for those who want to internationalize, and sell worldwide. Our service costs less than hiring a foreign Sales Director and the customer can cancel it every 90 days. You use it when you think it is useful for your company.

A deductible cost. A cost that becomes an investment in a company (not in an individual person as in the case of an employee director) that from tomorrow will work for your company, being multilingual, cosmopolitan and, above all, present in the markets. It will work to apply the strategies tailored to your company in order to internationalize it, or to support your pre-fair and post-fair events and much more.

No foreign sales director can have our expertise, the ability to write and speak in many languages, have consolidated databases in international markets and be a deductible cost. Only our service has all these benefits and opportunities.

A foreign sales director, very often in Italian SMEs, is not there. There are no professionals dedicated exclusively to the foreign market, for reasons of cost and professionalism. When there is a foreign sales director, instead of using us in the best way (if we bring results then he would still be the one whom bring us to the company), he sees us as a competitor when we propose ourselves. Instead, a smart foreign sales director should use our service to bring results to the company that hired him. If you have a company, consider this service carefully.

Introduce us to your company and present to us your products, so we will tell you if and what we can do for you.

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Do you have a new product or project that you intend to propose in the market? Write to us and introduce us to the project, your wishes and goals and we will tell you if and what we can do for you.

As with all TDHI Group companies and divisions, write what you are looking for or what you need. The TDHI HUB Division will make a first analysis, and will send it to our General Manager Dr Magri and to you in copy.

International Secretariat  
General manager dr Paolo Magri

[info@tdhi-international.com](mailto:info@tdhi-international.com)  
[generalmanager@tdhi-international.com](mailto:generalmanager@tdhi-international.com)

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