

# Empowering SMEs in International Trade programme



## Global Trade Manager programme

**Receive your own dedicated Global Trade Manager to provide up to 30 hours of operational support, helping increase your team's knowledge and bolster your capacity to deliver against your international trade ambitions.**

International trade opportunities are endless for UK-based goods and services companies. However, international trade can be complex, and companies are all too often hampered by a lack of knowledge, experience, confidence, and know-how. An outsourced Global Trade Manager, dedicated to your company, is 'hands on' and can bolster your team's efforts over the course of 30 hours, navigating the complexities and securing success.

### What is the Global Trade Manager Programme?

Whether you are novice or experienced in international trade, you and your team will benefit from working with one of our internationally accomplished Global Trade Managers. Each manager brings a wealth of unique, practical insight and experience gained from working within many different sectors and across a host of markets.

The programme allows for up to 30 hours of targeted, hands on support to facilitate global trade development (via both import and export focused activity). Areas of focus can include anything from market research, partner sourcing, and vetting, and customs compliance, all the way through to the navigation



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of local market regulation, product adaptation, and market launch; and everything in between.

Support is delivered via a combination of targeted coaching and hands on activity, the focus here is on transparency, collaboration and knowledge sharing to ensure that your team is constantly learning and acquiring best practice that can be taken forward as you become more self-sufficient.

Programme objectives are discussed and challenged at inception and outcomes measured throughout. The range of activities that could be supported as part of this programme are endless and tailored according to your growth objectives and in-house capabilities and resource.

### Eligibility criteria:

You can be a goods or services-based company, and a novice or experienced importer or exporter. However, you must:

-  Be a Small Medium Enterprise (SME)
-  Be based in Lincolnshire, Leicestershire, Nottinghamshire or Derbyshire
-  Have an annual turnover of >£250K
-  Be able to demonstrate success in your domestic market
-  Have the funds/reserves to invest in international trade activity

### How to register

Due to the extent of fully funded support being offered, places for this module are limited.

To proceed, simply book an initial 1:1 session via the programme's Eventbrite page (<https://www.eventbrite.co.uk/o/empowering-smes-in-international-trade-programme-34071854063>) or alternatively email Global Trade Department at [internationalisation@globaltradedept.com](mailto:internationalisation@globaltradedept.com).

If you are eligible you will be assigned a dedicated export manager, if not we can ensure you are able to access alternative support via the **Empowering SMEs in International Trade programme**.

### Additional support offered by the programme

- ⇒ **Specialist 1:1 Support sessions:** Between 2 and 8 hours of company dedicated support via *Trade Clinics* and *Deep Dive sessions* focusing on import and/or export.
- ⇒ **Trade Compliance Reviews:** On-site review of import and/or export processes and documentation, full report with recommendations on achieving compliance standards expected in an HMRC audit.
- ⇒ **Sustainable Trade Planning:** Sustainability consultation, with carbon calculation and full review of manufacturing and supply chain data; full report with recommendations on improving sustainability objectives within international trade activity.
- ⇒ **Global Trader Peer Networks:** Up to 10 hours of support delivered over 5 peer group sessions, each exploring a different international trade challenge or opportunity. Moderated by a global trade specialist with guest specialists where subject matter warrants.

*"Their assistance was absolutely invaluable. Their support has helped us to become more resilient and has given us the confidence to protect our IP and market share."*

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## About Global Trade Department

A business management consultancy specialising in International Trade, Compliance, Sustainability Planning, Business Resilience, and Growth.

**Tel** +44 (0) 345 2570037 **Email** [contact@globaltradedept.com](mailto:contact@globaltradedept.com)

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