



GENERAL DESCRIPTION OF THE COMPANY:

PGSC ASESORAMIENTO Y CONSULTING PROFESIONAL S.L is an independent Spanish consultant company specialized in assisting small and medium sized companies with strategic questions and offering professional “hands on” services within the areas business development, export & internationalization, start – ups.

Objective of our company is Increasing the Competitiveness and Exports of SMEs.

PGSC CONSULTING is a company that provides:

- Consulting services on private sector internationalization and development.
- Consulting services on development aid to multilateral and bilateral agencies and financial institutions and to local public institutions.

FIELDS OF SPECIALIZATION:

- Developing internationalization of business.
- Foreign trade and investment abroad.
- Small and medium-sized enterprise.
- Regional development and economic
- Market and sector analyses.
- Institutional development.
- International co-operation and export support.
- Start-Ups.

ADDITIONAL INFORMATION:

PGSC CONSULTING works to capture the needs of a firm within the sphere of international trade, in order to design a bespoke project that is carried out by external professionals with experience in foreign business. Our bespoke international consultancy project is made up of a series of actions aimed at achieving the objectives chosen by the client company.

The type of project varies depending on the needs of each firm. However, there are some general types that are more common and are most often requested by the majority of firms.

PGSC CONSULTING works on the following areas of enterprise development, which are then translated into the corresponding consulting services:

Small and Medium Enterprises (SMEs): the main target of our services is the assistance to public agencies and private organizations in the development, consolidation and expansion of SMEs in developing countries.

Our activities are mainly developed in the following areas: SMEs' sector analysis, Design of industrial and commercial strategies (domestic and foreign markets) and preparation of access plans to finance, internal control management and financial structuring, Identification and development of investment projects and preparation of feasibility studies and business plans.

Organization and project management

- Configuration and implementation of adequate international structures
- Implementation of organizational systems
- Search of technical and commercial partners
- Design and formulation of projects
- Planning, organization and control of projects
- Administration of contracts
- Project risk management
- Gender integration in worldwide private sector development

Marketing and sales

- Export promotion
- Development and implementation of international marketing and communication strategies
- Preparation of international marketing & sales plans and budgets
- Design and management of web sites specialized in exports promotion and commercial Info.
- Organization of and participation in trade missions and Trade Shows

Commercial validation and international strategy

- Export audit of companies.
- Foreign market validation with targeted customers
- Sales forecast and demand analysis for specific targeted products and markets
- Strategy definition for entry or expansion into foreign markets (export sales, strategic alliances, acquisitions, joint ventures, direct investments)
- Preparation and implementation of international business plans
- Competitive studies

PGSC CONSULTING Your Base Abroad