

Vortimer Consulting

We are specialists for the territories of Serbia, Russia, Uzbekistan and Western countries

We offer professional *consulting service for negotiations* and *effective interactive training* for your staff in the field of presentation and sales of your products/services and maintenance of relationships with your clients, with the signing of a Confidentiality Agreement. We work in Serbian, English and Russian.

For whom is our service intended:

- ◆ For *Western companies*, who are interested in business in the territories of Serbia, the Balkans, Russia, Uzbekistan
- ◆ For *Serbian companies*, who are interested to develop their business internationally and need a negotiator-polyglot with international business experience
- ◆ For *small and medium-sized companies*, who are trying to break into the international market, *are facing a new kind of negotiations* and need a professional service consultant- negotiator in Serbian, English and Russian
- ◆ For companies whose business is in rapid growth or stagnation. In both cases they need an *active sales-oriented training* for their staff

The benefits you get from our services:

You spend much less time and money and get better result on below described activities, when you entrust these tasks to us - the Consultant (to whom you do not pay a regular salary, who is not a member of your company, who provides a "fresh" look to your projects/clients, who is interested to do the best job for you, because only in that case you will search for his services again).

- ◆ *Save time and money* by sending an independent consultant to the preliminary talks as "reconnaissance vanguard" in Serbia, Russia, Uzbekistan, in the West, to present your company and discuss the possibility or impossibility of cooperation with your potential partners, collaboration style (long-term or short-term). *Our service costs you less*, than when you waste your time on these trips.
- ◆ *In a shorter time* we can get more useful information for you due to our long experience in the field, as well as excellent knowledge of not only the language, but also the mentality of your potential partners in these territories. You receive a concise report with evaluation of the course and results of preliminary negotiations in which we provide our opinion whether it is reasonable to continue the process, or it is a waste of your time and money.
- ◆ *Save your money* by engaging a consultant - negotiator for the initial meetings with foreign partners, instead of hiring professional translators, which often literally translate business terminology, losing the essence of negotiations.
- ◆ *Courtesy meetings* with local administration or potential partners for operational consultations/questions regarding your project/business we can perform in your name and for your behalf.

We propose training of effective communication for your staff:

- ◆ *Interactive sales training* (where we specifically point out to your staff which mistakes they do in the process of communication with potential customers and how to improve that). The art of communication with clients.
- ◆ *How to behave properly with demanding clients.*
- ◆ *How to effectively present your products/services* to potential customers.

Our consultant provides "side view" for your interest.