



Torino

automotive services

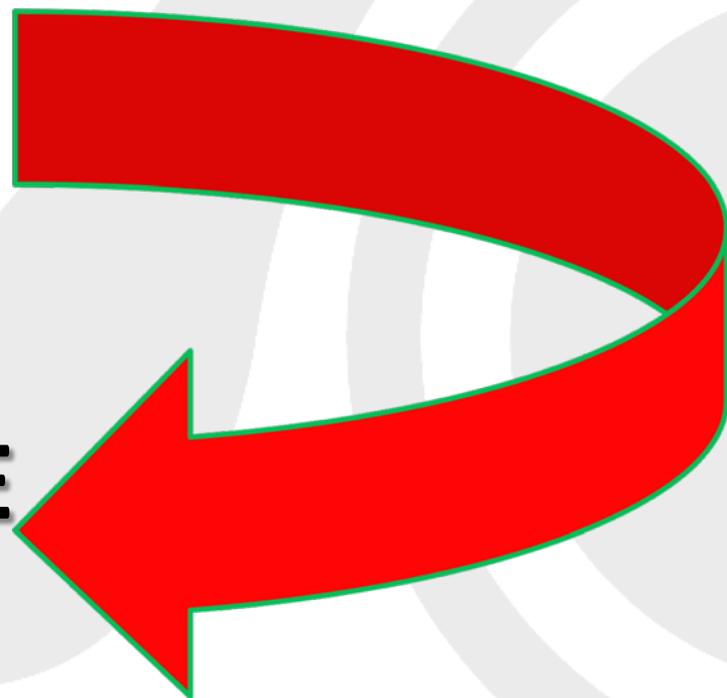




Mission

**Worldwide
Automotive
Suppliers**

**ITALIAN AUTOMOTIVE
MARKET**





Problems entering new market ...

- **Cultural differences**
- **Lack of local sales & tech staff**
- **High travelling costs**
- **Language barrier**



Solutions

Outsource to local team

Advantages

- Bridge cultural and language distances
- Immediate start up - introduction
- Local permanent presence
- Experience in the automotive market
- Lean
- Minimum investment & variable costs



Business Intelligence

- **Highlight opportunities**
- **Study your product and segment in the Italian market**
- **Competitive scenario**
- **Price environment market shares**
- **S.w.o.t analisys**
- **Support to your strategy definition**



Commercial activities

- **Establish contacts with buyers**
- **Face to face meetings**
- **Presentations to key decision makers**
- **Obtain RFQs and clarify all details**
- **provide clear information prior to Quote**
- **Customer negotiations**



Technical and logistic support

- **Daily support to customer engineering**
- **Collect questions and provide information**
- **Your local “ back up “to any issue**
- **Report to your internal specialist**
- **Build together proper action**
- **Reporting**



**We aim to become
the Italian extension
of your company**



www.torinoautomotive.com