

## KICK-START YOUR BUSINESS IN INDIA WITH A PART-TIME IFCCI LOCAL REPRESENTATIVE

### What is Part-Time Business Development Service?

- Entrust your business development efforts in India to a member of the IFCCI team...
- ...Who will devote part of his or her time to your company, right up to the acceleration of your business in India

### IFCCI representatives can be valuable part-time assets for you to

- Prospect and help you in negotiations on various contracts
- Ensure an efficient management of your existing customer base in India
- Develop prospective customer portfolio (Promotion)
- Assist you in understanding the intercultural/multicultural issues

### > Flexibility and Measured Investment

## IFCCI YOUR TRUSTED PARTNER



A dedicated,  
agile SME  
support team



Pan-India Presence



An active network  
of members and  
partners in India

## A PROVEN METHODOLOGY

### 1. PREPARATION

- Understand expectations
- Define needs

### 2. CONCEPTION

- Identify the representative within the IFCCI team
- Provide initial training by the company (on site or online)

### 3. OPERATIONS

- Conduct business development on behalf of the company
- Submit monthly report detailing tasks performed

For more information, contact our Business Support Services department

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