



Dynamic Brands

2024

Catalogue – Companies





Services

At Dynamic Brands we offer specialized internationalization and foreign trade training services, both virtually and in person. Our commitment is to help companies, associations and public organizations to expand in international markets and develop their capabilities in the field of foreign trade.

Credentials

Since our opening in 2020, we have developed multi-sector projects, ranging from different services, products to the industrial sector or the agri-food sector. We are the approved consultant for public organizations, such as foreign promotion institutes in Spain; such as IPEX, ASTUREX, IGAPE or PROEXCA and we collaborate with Chambers of Commerce.

Locations

The company's headquarters are located in Zadar (Croatia), a beautiful city located in the central area of the Dalmatian coast. We also cover the entire Balkan and Hungarian area from Belgrade (Serbia) and Budva (Montenegro). In Spain we have headquarters through our associates in Córdoba, Valencia and Guadalajara.

Equipment

The company is made up of a medium-sized network of professionals of different nationalities. Each professional is located in a different country and has extensive knowledge of languages and experience in the internationalization of the market in which they reside. Likewise, we collaborate with specialists from different disciplines in the field of international trade.





Director's gratitude

During these 4 years of activity, Dynamic Brands has grown at an impressive rate and we are now present in 4 countries. We have managed to be the reference consultancy for private companies and public organizations, to strengthen commercial links between the Iberian Peninsula and the Balkan area.

Our curiosity to learn every day, respecting each culture and each sector, has made it possible to do our part so that projects from very diverse sectors achieve their international expansion objectives.

While we look to the future, in 2024 we continue working towards continuous improvement, in order to offer services that are increasingly adapted to each user.

I would like to express on behalf of the entire team, gratitude to our customers and partners for their unwavering support. We hope our alliances grow stronger and we continue to strive for greatness together in the years to come.





Internationalization



Export diagnostics

Internationalization plan

Market study

Market analysis and selection

International Marketing Plan



Export diagnostics

We review which markets offer the best opportunities for a product or service. In this check we include only our influence markets.

Internationalization plan

We prepare an international development plan, which includes a schedule of concrete actions aimed at obtaining tangible results within defined time periods. The structure is made up of internal and external analysis, international marketing plan and economic planning.

Market study

Tool to know the market situation, opinions, tastes, habits and customs of a specific market segment of your product or service.



Market analysis and selection

This service includes all countries in the world and allows you to select the most appropriate market for the company to establish its commercial ties. We can also include in the analysis a selection of countries indicated by the user.

International Marketing Plan

It contemplates the action plans, strategies and marketing tactics that will be applied to the company's target markets. It includes the possible adaptations that the company will have to apply to the products and services to meet the expectations and needs of potential customers.





Import – Export

Search for business partners

Commercial agenda

Trade mission

Reverse trade mission

Translation and interpretation



Search for business partners

Preparation of a list of potential business partners, based on the profiles that are most appropriate for your business model.

Commercial agenda

As a result of prospecting for business partners, we organize an agenda of virtual or in-person business meetings, individual or group. In case of face-to-face meetings at our locations, we offer you support at the destination.

Trade mission

This service includes the search for business partners and the preparation of the business agenda. We offer accompaniment support at destination and post-mission (in certain countries), transfer management, vehicle rental or transportation reservations and interpreter.

Reverse trade mission

We organize the assistance of a number of companies from one of our influential markets to go to the Iberian or Balkan Peninsula, at the invitation of the producers to visit their companies. It is important to understand that accommodation and travel expenses must be covered by the producers.



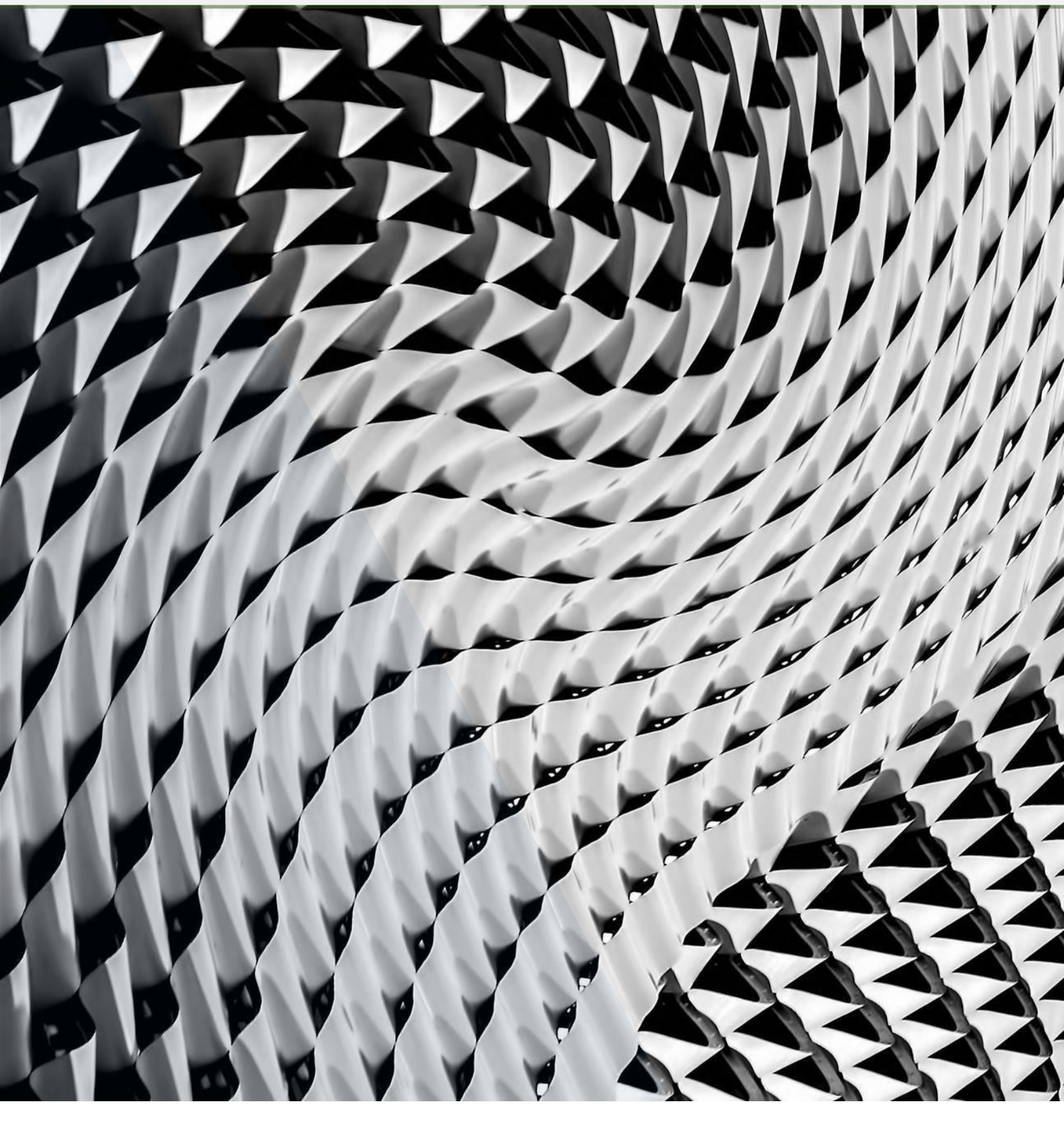
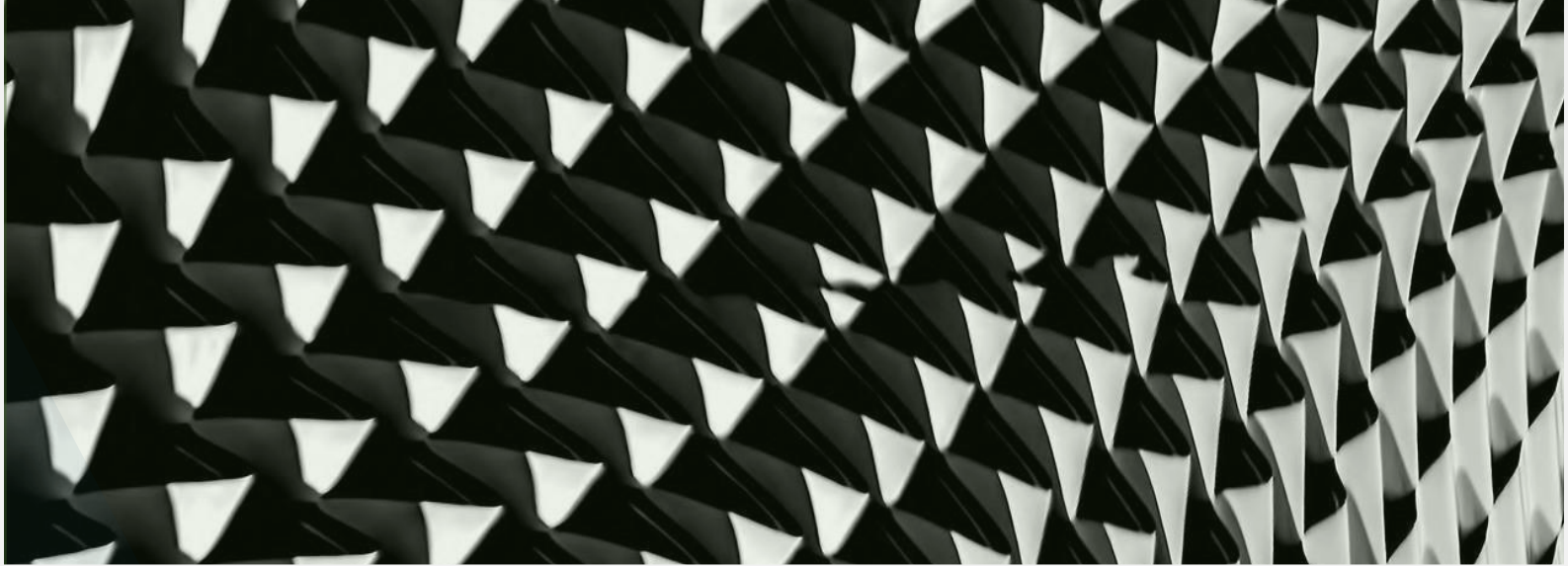
Translation and interpretation

This service is offered as assistance in negotiation and is provided by telephone or at destination. We also translate your commercial tools (catalog, website, contact email and company presentation) and collaboration and purchase-sale contracts.

Organization of commercial events

We prepare your company's attendance at commercial events, international fairs, exhibitions, business forums and other types of events, guaranteeing effective support in planning and accompaniment, the agenda with visits and meetings with local companies. Likewise, in collaboration with public organizations, we organize commercial events with different formats, with the aim of bringing companies from different countries together.







Outsourcing

Market test mode

Comprehensive management modality

Recruitment of personnel



Market test mode

We become the developers of your business for the market or area determined by the company. As such, we train ourselves on your product or service, identify potential business partners according to the desired profiles, contact them and organize commercial missions. The duration of service is three months.

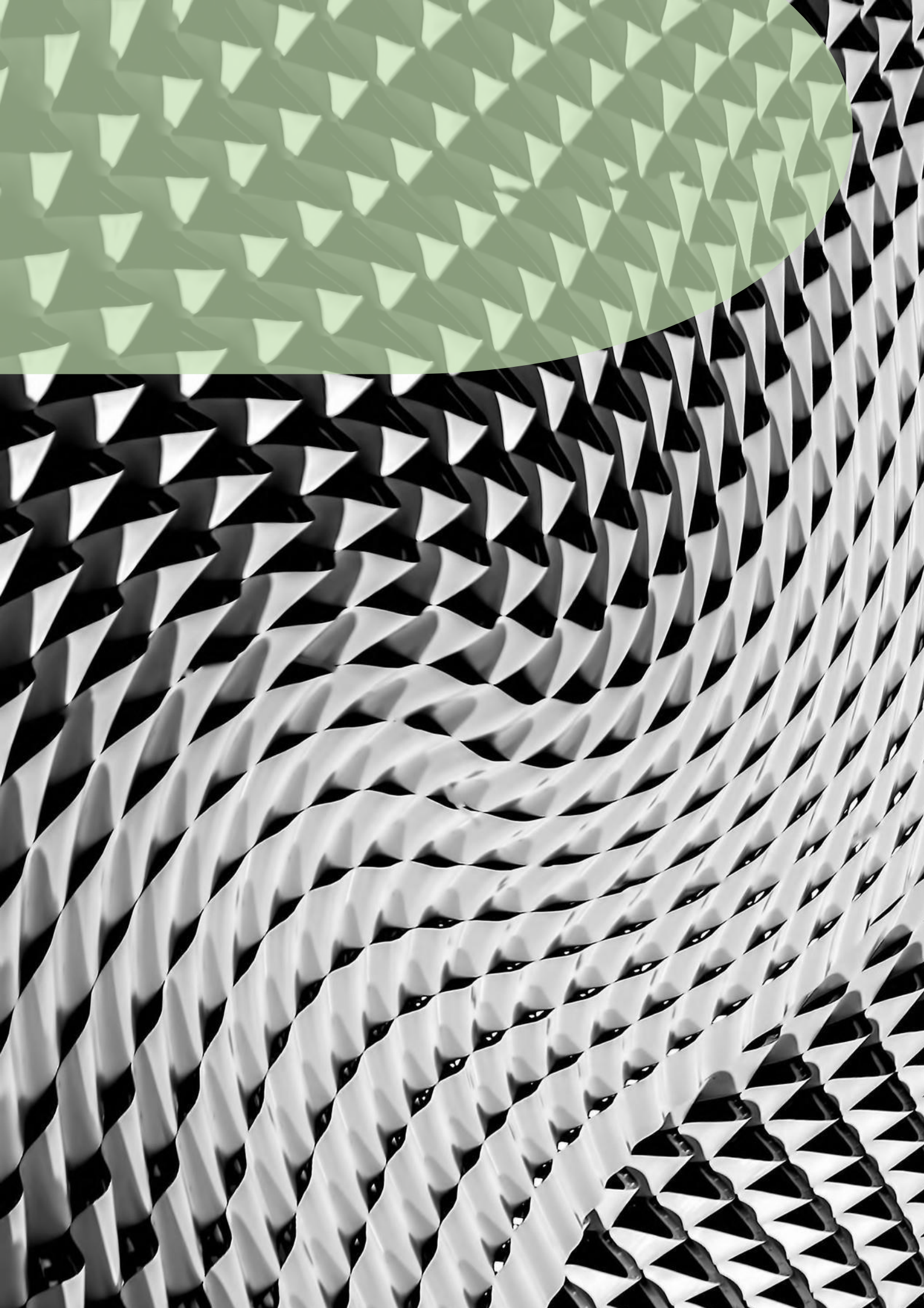
Comprehensive management modality

As a commercial development department for a specific market or area, after training on your product or service, we will operate as an integrated team with the rest of the company's departments. The duration of service is at least 6 months and is renewed annually.

Recruitment of personnel

We provide world-class recruitment services to both international host companies and all our candidates from around the world. We are specialized in recruitment and HR solutions. Our services range from regular temporary recruitment to permanent placement for in-house companies, professionals and global







Collaborative services

Legal advice at destination

Accounting and tax advice at destination

Implementation in Croatia and Serbia

Training for professionals

Spanish public sector

International digital marketing

Marketplaces

Certifications

Cybersecurity in business relationships



Legal advice at destination

A team of expert lawyers with extensive experience offers you the legal advice that your company needs, on the regulations in force in Croatia, Serbia or the Iberian Peninsula (Spain and Portugal).

Accounting and tax advice at destination

This service is offered through a team of local experts with extensive experience in taxation and accounting. It is a complete tax and accounting advisory and management service for subsidiaries of foreign companies in Croatia, Serbia and the Iberian Peninsula.

Implementation at destination

A team of expert local lawyers with extensive experience offers you the legal advice necessary for the implementation of your company in Croatia and in Serbia or the Iberian Peninsula.





Training for professionals

We offer training programs, seminars and conferences in various areas of international trade for the departments involved in the internationalization of the company. We can also adapt them to the needs of each department.



Spanish public sector

Through this service we help you identify possible subsidies, programs or contests for which your company can apply.

In addition, we manage the entire processing and monitoring process so that you can obtain them.

International digital marketing

A team of professionals will develop the digital strategy, which will allow you to position your website and make your company known in any corner of the world.

In addition to the design of the website and digital catalogs, the service includes the creation of a corporate image, the management of social networks, the creation and management of an online store and SEO and SEM positioning.



Marketplaces

We guide you in and in the selection and implementation of the most suitable Marketplace for your project.

Certifications



In the certifications section, through consultants specialized in sustainable growth, we offer your company the possibility of advising you to obtain BCorp certification.

Likewise, if you are interested in introducing your product in Muslim-majority countries, we will guide you through the process of obtaining HALAL certification.

Cybersecurity in business relationships

Secure your email communications with the best cybersecurity experts. We offer you support to protect your email communications.

