

FREE OF CHARGE

TRAINING SESSION

ESSENTIAL SKILLS FOR BUSINESS DEVELOPMENT IN NORTH AMERICA

How to find potential end customers in the COVID era and how to build sales channels?

Case study of a manufacturer of extreme duty torque wrenches for heavy duty applications.

Insights to the Amazon Business platform will be shared.

**SESSION
MAINLY IN
FINNISH**

SPEAKER FROM N.AMERICA



Jukka Matikainen

Managing Director, Nordic Trading House
(The U.S. / Canada)

- ▶ 10+ years' international experience in business development (sales, marketing, strategy)
- ▶ Experience from multinational companies (3M, Hilti, Hella, UPM)

SPEAKER FROM N.AMERICA



Rami Raslan

Global Director of Sales, RAD Torque Systems

- ▶ 20 years' international experience in various disciplines (Management Consulting, Manufacturing, HR, Sales, Marketing and Business Development)
- ▶ Over 10 years' experience in senior management roles with multinational companies (RAD, Hilti, Automotive (BMW and Land Rover) with a proven track record of establishing new organizations from scratch.

MODERATOR IN FINLAND



Seppo Tossavainen

CEO, ToGrow
(contact person in Finland)

- ▶ 30 years' experience in global business development (ownership, sales, marketing, strategy)
- ▶ Experience from multiple SME's and development agencies.

WHO SHOULD JOIN?

MANUFACTURING COMPANIES WHO ARE LOOKING FOR ENTERING OR EXPANDING IN THE NORTH AMERICAN MARKETS.

6 Oct 2021
WEDNESDAY
16:00 - 17:15 Finnish time

SEND EMAIL OR FILL THE FORM TO REGISTER:
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