WEBINARS

SOUTH AMERICA: COMMERCIAL PROCESS AND CULTURAL DIFFERENCES

Wednesday, Jul 31, 2024 | 9:00 AM - 10:00 AM
Registration: Wednesday, Jul 17 - Monday, Jul 29, 2024
Remote | United States of America | South America

https://www.wusata.org/e/XIHY41T

EVENT DETAILS

Agenda:

- Commercial Process
- Cultural Differences
- Sales Approach
- Required Info for Meetings
- Landed Cost Analysis
- Marketing Support
- Direct Sales
- And more

Marco Albarrán Arozarena of IMALINX:

Business Management Bachelor's Degree with specialization in finance, supply chain and international business and a Diploma in Business Process Design for Strategic Management from MIT. He also was professor of International Logistics and Demand Planning for Supply Chain Graduate Programs in Mexico and the U.S.

Marco worked in supply chain and strategic planning in Multinational Corporations for ten years before joining the company and currently develops strategies for produce and Food & Beverage added value products in Latin America, assisting foreign companies to access and consolidate in these markets. He has been working for WUSATA since 2005 in Mexico and Latin America.