



EXPORT WINE RADAR

**INTERNATIONAL TRADE, MARKETING
AND BUSINESS DEVELOPMENT**

WHO WE ARE

WHO WE ARE

Export Wine Radar is a consulting firm specializing in the development of export markets

You are the wine expert. You know your wine business. Our goal is to support your work and dedication and reach beyond your traditional markets

We work to boost your wine business and make your wines reach the world

Your strategic partner for International Trade



Solutions for Wineries



Solutions for Buyers

GET TO KNOW US



More than 25 years experience in international trading



We target more than 50 countries including most key markets



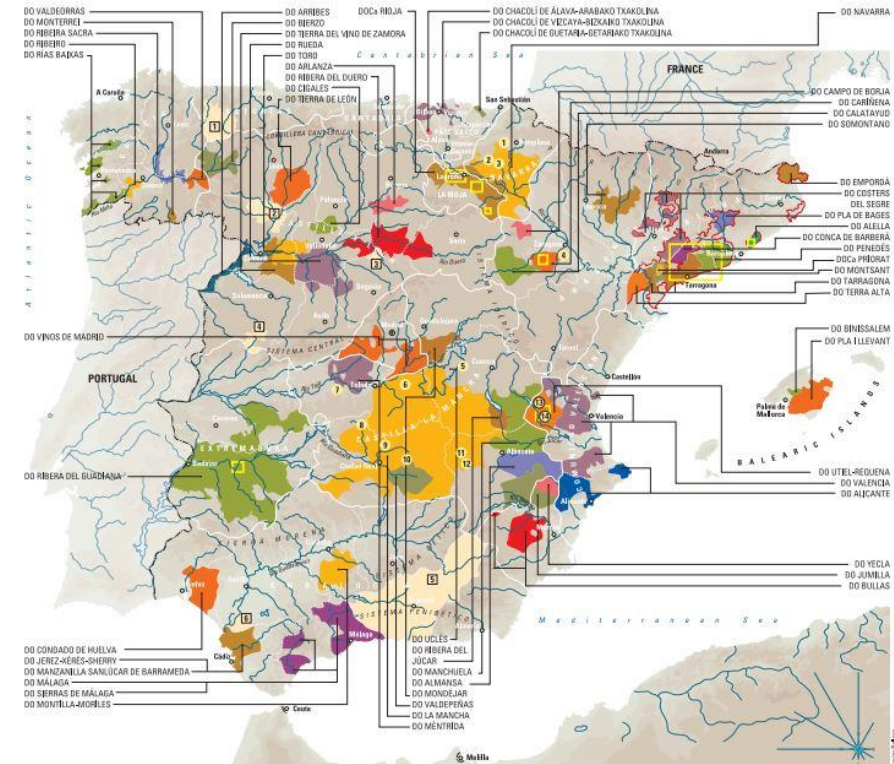
We speak 5 languages daily



We know the needs of winery and buyer and know how to provide value for both, getting the best price and service terms

OUR REGIONS

WINES *from* SPAIN



WHO WE ARE

We service more than 20 wine regions and growing

FOR BUYERS

FOR WINERIES

OUR SERVICES

“WIN-WIN” COLLABORATION

Optimal winery
portfolio solutions

The best price
guaranteed with
optimum price/quality
assurance

Excellent customer service
with comprehensive
administrative task
support

New market
access

Well executed export
sales strategy to
selected targets

Export Management
Outsourcing

EXPORT MANAGEMENT OUTSOURCING

FOR WINERIES



Country target strategy

- Market analysis
- Competitive analysis
- SWOT analysis
- Store checks and reporting
- Product/Price strategy definition
- Sales targets
- Sales plan advisory



Market Access & market growth

- International branding requirements
- “Pull & Push” strategic design
- Optimum channel design:
Retail/ Horeca/ E-commerce
- Negotiation support
- Localized marketing management



Multinational in-house sales team WR

- Dedicated KAM per client/market
- Export management advisory
- Sample management and tasting events
- Target market events and trade mission agenda management

NEED MORE INFO? DON'T HESITATE TO CONTACT US



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BOOST YOUR WINES