

Your Trade Commissioner. . .

The trade commissioner's role is to be your eyes and ears and, often, a welcome helping hand in an unfamiliar marketplace.

Can promote your firm to local customers

Can recommend appropriate technical experts to help you negotiate a deal

Can help you find good translators and interpreters

Can help you select effective agents

Can maintain a liaison with your agents and encourage them

Can advise on the settlement of overdue accounts

Can advise you on situations and circumstances affecting travel to and within a country

Cannot close the sale for you

Cannot be present at all your negotiations when you are closing a deal

Cannot serve as your translator or interpreter

Cannot act as your agent

Cannot train or supervise your agents

Cannot act as your debt collector

Cannot act as your travel agent