



BECOMING AN ENTREPRENEUR IN JOENSUU

Latin Deals Oy



OUR BIG IDEA

- *Childhood experience*
- *Working (1997) and studying business (BBA, M.Sc.)*
- *Business coach advice*



EXPLORE NEW MARKETS

Find new customers, build networks and close new deals.

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OUR SERVICES



Market research

Our market research will pinpoint the areas of the selected country with the best potential for your products. We will guide you to find the best entry mode strategy and position your company among the competition.



Prospecting

We locate and qualify businesses that have potential to be your customer. We make outbound calls and emails to leads in the selected target market. In the end, you will have a list with the best partners to close deals.



Closing deals

An important step of the process is closing the deals. We understand different cultures and know what is necessary to establish trust channels between the parts. After all, at Latin Deals we close deals.



Translation

We offer translation of documents, technical manuals and websites. We also offer interpreter services for English/Spanish/Portuguese.



Business trips

We are ready to accompany you to visit potential customers or represent your company in trade fairs in Latin America, Portugal and Spain.



Network management

We can manage the network of your new or current dealerships in Latin America, Spain or Portugal.

CHALLENGES

Awareness

- *The importance to hire foreign employees*
- *Communication*
- ***Advertising***
- ***Holistic view of the entrepreneurial environment***

Solutions

- *Trained/Language skills/Contacts/Culture/Opportunities*
- *Awareness from both sides*
- *Networking projects*
- *Legal, experienced entrepreneurs, accessibility of suppliers and customers, degree of competition, supportive infrastructure*

THANK YOU!

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COMMUNICATING WITH FINNISH COLLEAGUES:
Narrative accounts of foreign workers in Finland

