

For **excellent connections** worldwide

export **ex**pertise > language **tra**nsfer > comprehension **com**munication



extra[<]com

FOR

small and medium-sized businesses: machine construction, capital goods, engineering, complex products and services that require explanation

YOUR SITUATION

Sometimes the workload can overwhelm your export department. There's simply not enough time!

The usual staffing solutions aren't always enough to accomplish short-term, targeted projects. Flexibility is required.

The world is the market, the demands are enormous: language barriers – cultural differences – insufficient specialized skills.

IMMEDIATE BENEFITS

extra-com makes connections for you

keeping your schedules in mind – help when you need it

with a feel for languages – in the language your partners understand

with sensitivity and tact – immersed in your partner's culture

FOR EXCELLENT
CONNECTIONS
WORLDWIDE



SERVICE EXCELLENCE

Many years of professional experience, outstanding language skills, and extensive export expertise for every continent.



EUROPE

ASIA

AFRICA

AUSTRALIA

NORTH AND SOUTH AMERICA

CLEAR GOALS

Establish and grow your export markets
Provide noticeable relief during short-term bottlenecks
Boost your name recognition internationally
Fully exploit the potential in trade fairs

*More than 20 years
of business experience provide
a superb basis for turning
your plans into reality.*

In our export-driven economy, even small and medium-sized companies discover that establishing and expanding international business is crucial to their success. Orders don't simply fall out of the sky, though – you have to go out and get them.

Boost your international business with your export expert

Enter new markets

Seek out new business partners and sales markets

Acquire new customers

Establish initial contacts, determine demand, work out quotes, conduct negotiations

Reactivate old contacts

Examine and analyze customer databases
Prepare and conduct customer surveys
Plan and implement follow-up projects

Your PLUS with **extra-com**:

EXPORT EXPERTISE PLUS SALES EXPERTISE

- + You gain links with international markets
- + You strengthen your global business
- + Your business expands, thanks to solid expertise

Boost your international business now!

ESTABLISH
NEW CONTACTS
REACTIVATE
OLD CONTACTS



“
Establish important international contacts and develop excellent connections with cold calling.”

Enter new international markets

“Ms. Scharf was entrusted with the opening-up of the Croatian market. She identified potential clients and established important contacts.

Within a short time she gathered relevant information about the Croatian market, won numerous prospective buyers and processed the first major order.

We decided to additionally assign her the tapping of the French market.”

Georg Windeisen, Managing Director of KompLED LightSystems

EXTRA PLUS

Broad experience with Asian business partners

“
Are you in need of skilled temporary support, of someone who can quickly integrate with your team and understands what needs to be done?”

ACCOMPLISH SEAMLESS TRANSITIONS
PICK UP THE THREADS

Sometimes your calendar is overloaded with deadlines. Even important projects have to be dispatched at top speed. You miss out on successful export business because nobody has time to take on the task with the diligent attention it requires.

As your partner, I pick up the threads for you

Foreign language expert

Flexible while also being firmly integrated with your company
Hit the right tone with your correspondence
For the appropriate interaction with your international trade partners

Operational support

From the quote to the follow-up and the secured order

“
Overcoming language barriers is a crucial ingredient for achieving success in international business.”

Extensive expertise in foreign languages

"Ms. Scharf was responsible for the acquisition of new clients all over the world. Due to her strong communicative skills and her extensive knowledge of foreign languages, she established good contacts to new potential buyers and successfully deepened existing connections."

Stefan Sillner, Export Director at Hammer Sport AG

Your PLUS with extra-com:

LANGUAGES PLUS BUSINESS OPERATIONS

- + You overcome language barriers and bridge the cultural divide
- + Your workload is noticeably lighter
- + You gain flexibility and peace of mind

Build closer relationships with your customers and suppliers!

EXTRA PLUS

5 languages
English – French – Spanish –
Croatian – German

When doing business internationally you want to avoid putting a foot wrong. Every country has its own customs ... It is important to recognize and consider cultural differences in your communication. Cultural sensitivity is an important factor for success on the international stage – especially at exhibitions and trade fairs!

You can rely on my skillful approach

Before the trade fair

- Seek out the most suitable industry trade fairs
- Invite to upcoming fairs
- Coordinate meetings

During the trade fair

- Approach visitors at the fair
- Conduct product presentations and survey customer needs
- Explain functionality of exhibited products
- Establish contacts with potential customers and distributors

After the trade fair

- Provide additional information
- Answer remaining questions
- Work out quotes
- Maintain further contact

EXTRA PLUS

High affinity for
technical subjects



ENSURE
SKILLFUL APPROACH
CONTINUE
EXPANDING NETWORKS

Strong communication skills

“We relied on Ms. Scharf for support in acquisition of new clients. Her work permitted us to contact numerous prospective buyers and generated a lot of price quotes. The results widely exceeded our expectations and convinced us we are in good hands.”

Torsten Wunderwald, Managing Director of EVO TECH Laser

“
You can rest assured that I will correctly package your business for your international partners and adapt it for their culture.

Your PLUS with extra-**com**:

COMMUNICATION PLUS ORGANIZATION

- + You fully exploit the potential of a trade fair
- + You boost the name recognition of your company and your products
- + Your workload of time-intensive tasks is eased

Break through language and cultural barriers!

Export expertise connects **markets**

My solid know-how in export matters and international sales will help you conquer markets abroad.

Language connects **continents**

My fluency in a broad range of languages opens new doors for you.
For excellent connections worldwide!

Communication connects **businesses**

My skills in building relationships with people from other cultures will give your business the appealing image it deserves with your international partners.



Drita Scharf
Managing Director of extra-com





Establish new contacts
Reactivate old contacts



Accomplish seamless transitions
Pick up the threads



Ensure skillful approach
Continue expanding networks

Competent, dedicated, professional

"Thanks to Ms. Scharf's dedicated work, numerous valuable customer contacts have been established, resulting in requests for quotations and visits. Her excellent work has gained a reputation in our company, so we are entrusting her with additional projects."

Sebastian Koch, Head of International Sales of Siepmann Werke

If you would like to

boost your international business
intensify your relationships with business partners
fully exploit potential
break through language and cultural barriers

then I look forward to talking with you!

A handwritten signature in blue ink, appearing to read 'Daria Scharf'.

extra-com

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auch in Deutsch
également en français
también en español



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