Introduction to the Department for International Trade

26 November 2020



Department for International Trade

EXPORTING IS GREAT

BRITAIN & NORTHERN IRELAND

About DIT

- The Department for International Trade (DIT) is a Government department that support international business growth and exporting aspirations
- Our local International Trade Advisers (ITAs) can work with you delivering expert guidance on how to successfully expand your business overseas.
- Support with developing an export plan and identifying new export markets to develop your international sales plan
- Get up to date information and support on duties and customs procedures for exporting goods
- Local events including training masterclasses on key export topics and meet the buyer sessions

Online support

- Search for free local export events and webinars
- Explore export market guides
- Find live export opportunities and apply online
- Find new markets
- Check duties and customs procedures
- International Trade Advisor (ITA) service
  - ITA support on a 121 basis for larger, more experienced exporters across all sectors
- Join the Export Academy
  - Focussed on smaller businesses, under £500K turnover
  - 1 to many support via series of workshops and masterclasses
- Access COVID-19 business support



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The DIT specialist advisor service

- DIT has increased investment, focus and resource to work with SMEs. As part of that investment the DIT has recruited a team of dedicated sector specialist advisors to work alongside the team of International Trade Advisors.
- Whether you are new to exporting or have been exporting for some time the team of specialist advisors is here to assist SME's
  - E-commerce
  - Food and Drink
  - Language and Culture
  - FMCG non food
  - Automotive and Future Mobility
  - Service Sector
  - Customs and Logistics
  - Complex Markets

Non Food FMCG specialist trade advisor

- The referrals for assistance for specialist advice come via the International trade advisor
- The role of the FMCG specialist advisor is to give an enhanced level of sector specific advice:
  - Local consumer trends
  - Size of the market
  - Sector Competitors
    - Mass Market / Natural
  - Target retailers / ecommerce
  - Trade fairs
- On going support as needed

Contact:

- Vincenzo Gallone
  Non Food FMCG specialist trade advisor

  Available for consultation via your International Trade Advisor
- To find your local International Trade Advisor
  Visit
  https://www.great.gov.uk/contact/office-finder/

- Export Academy
  Visit
  https://www.great.gov.uk/campaigns/export-academy/

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