

Dynamic Brands

2024

Companies catalog





Services

At Dynamic Brands, we specialize in providing tailored services for internationalization and training in foreign trade, both virtually and in-person. Our commitment is to assist companies, associations, and public entities in expanding into international markets and developing their capabilities in the field of foreign trade.

Accreditations

Since our opening in 2020, we have developed multisectoral projects covering various services and products in the industrial and agri-food sectors. We are the accredited consultant for various public bodies, such as Chambers of Commerce and foreign promotion institutes, such as IPEX, ASTUREX, IGAPE, or PROEXCA

Locations

The company's headquarters are located in Zadar, Croatia. Additionally, we cover the entire Balkan region from Belgrade, Serbia, to Budva, Montenegro, and Kopar, Slovenia. In Spain, we have branches through our partners in Cordoba, Valencia, and Guadalajara

Team

Dynamic Brands is comprised of a medium-sized network of professionals from various nationalities. Each analyst, from their location, possesses extensive knowledge and experience in market internationalization specific to their region. Additionally, we collaborate with a large number of professionals originating from various disciplines within the field of international trade





Thanks from the director

During these 4 years of activity, Dynamic Brands has grown at an impressive pace and we are now present in 4 countries. We have succeeded in becoming the leading consultancy for both private companies and public institutions, aiming to strengthen commercial ties between the Iberian Peninsula and the Balkan region.

Our curiosity to learn every day, while respecting each culture and sector, has enabled us to contribute to a wide range of projects achieving their international expansion goals. As we look towards the future, in 2024, we will continue to work towards continuous improvement, aiming to offer services that are increasingly tailored to each user.

On behalf of the entire team, I would like to express our gratitude to our clients and partners for their unwavering support. We hope that our alliances will strengthen, and that together we will continue to strive for greatness in the years to come.





Internacionalization

Export Diagnosis

Internationalization Plan

Market Study

Market Analysis and Selection

International Marketing Plan



Checking opportunities

We review which markets, at first glance, offer the best opportunities for a product or service. In this check, we include only our influential markets.

Market selection

This service includes all countries in the world and allows the selection of the most appropriate market for the company to establish commercial ties. We can also include in the analysis a selection of countries indicated by the user.

Internationalisation plan

We develop an international development plan, which includes a schedule of specific actions aimed at achieving tangible results within defined timeframes. The structure comprises internal and external analysis, an international marketing plan, and economic planning.



Market research

Tool to know the market situation, opinions, tastes, habits and customs of a specific market segment of your product or service.

International Marketing Plan

It includes action plans, marketing strategies, and tactics that will be applied to the company's target markets. It also outlines potential adaptations that the company will need to make to its products and services to meet the expectations and needs of potential customers.





Import – Export

Search for business partners

Commercial agenda

Trade mission

Inward trade mission

Translation and interpretation

B2B and Corporate Events

Direct Commercial Action



Search for business partners

Preparation of a list of potential business partners, based on profiles that are most suitable for your business model.

Commercial agenda

As a result of prospecting for business partners, we organize a schedule of virtual or in-person business meetings, individual or group. In the case of in-person meetings and in our locations on-site support.

Trade mission

This service includes the search for business partners and the preparation of the business agenda. We offer on-site and post-mission support (in certain countries), transfer management, car rental or transport bookings and interpreter.



Inverse Trade Mission

We organize the attendance of a number of companies from some of our markets of influence to visit the Iberian Peninsula or the Balkans, upon invitation from the producers, to tour their companies. It is important to understand that accommodation and travel expenses must be covered by the producers.

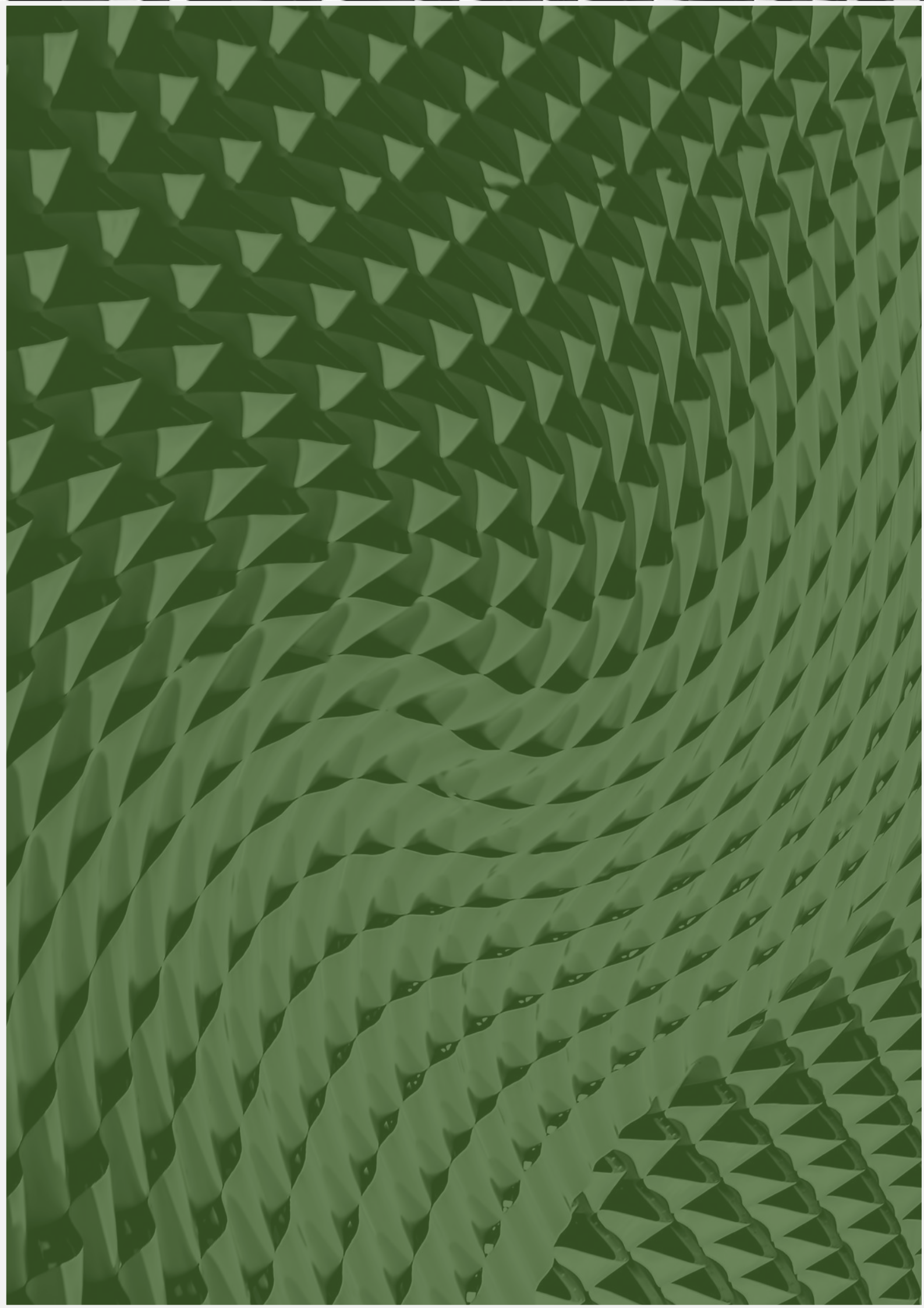
Translation and interpreting

This service is offered as negotiation assistance and is provided by telephone or at the destination. We also translate your commercial tools (catalogue, web, contact email and company presentation) and collaboration and sales contracts.

B2B and corporate events

We arrange for your company's participation in trade shows, international fairs, exhibitions, business forums, and other events, ensuring effective support in planning and accompaniment, as well as providing an agenda with visits and meetings with local companies.







Outsourcing

Market test mode

Integrated management modality



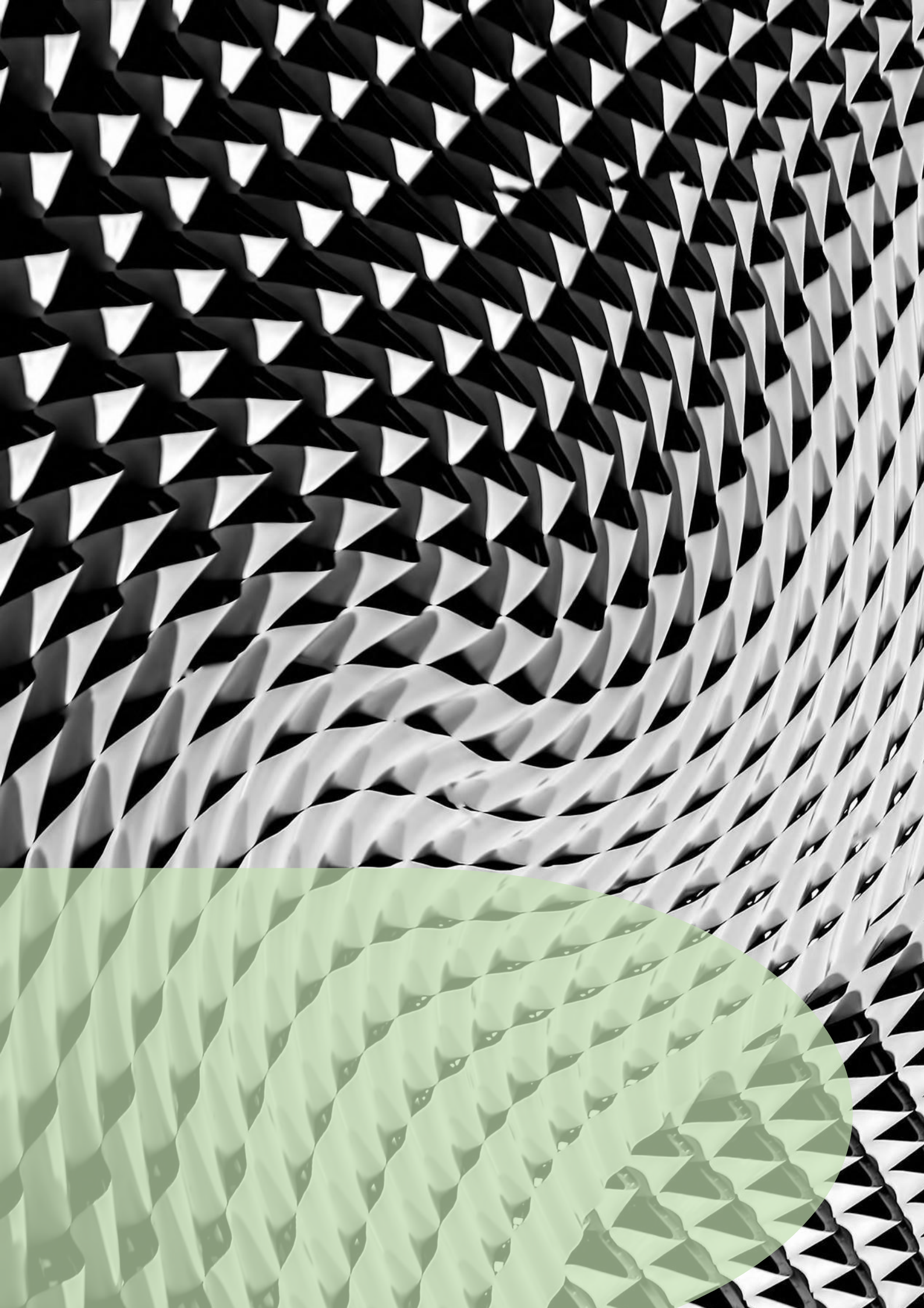
Market test mode

We become the developers of your business for the market or area determined by the company. As such, we train on your product or service, identify potential business partners according to the desired profiles, contact them and organise trade missions. The duration of the service is three months.

Integrated management modality

As a business development department for a given market or area, after training on your product or service, we will operate as an integrated team with the rest of the company's departments. The duration of the service is at least 6 months and is renewed annually.







Collaborative services

Legal advice

Accounting and tax advice

Establishment in Croatia and Serbia

Export Academy

Spanish public sector

International digital marketing

Marketplaces

Certifications

Cybersecurity in commercial relations



Legal advice

A team of experienced and experienced local lawyers will provide you with the legal advice your company needs on the regulations in force in Croatia and Serbia.

Accounting and tax advice

This service is offered by a team of local experts with extensive experience in taxation and accounting. It is a complete service of tax and accounting consultancy and management of subsidiaries of foreign companies in Croatia

Establishment in Croatia and Serbia

A team of experienced local lawyers offers you the legal advice you need to establish your company in Croatia and Serbia.





Export Academy

We offer training programmes, seminars and conferences in various fields of international trade for private and public entities. We can also tailor them to suit your needs.



Spanish public sector

Through this service we help you to identify the possible subsidies, programmes or competitions for which your company may be eligible.

In addition, we manage all the processing and monitoring process for you so that you can obtain them.

International digital marketing

A team of professionals will develop the digital strategy, which will allow the positioning of your website and make your company known in any corner of the world.

In addition to the design of the website and digital catalogues, the service includes the creation of a corporate image, the management of social media, the creation and management of an online shop and SEO and SEM positioning.



Marketplaces

We guide you in the selection and implementation of the most suitable Marketplace for your project.

Certifications



Through consultants specialised in sustainable growth, we offer your company the possibility of advising you on how to obtain BCorp certification.

Likewise, if you are interested in introducing your product in Muslim-majority countries, we can guide you through the process of obtaining HALAL certification.

Cybersecurity in commercial relations

We offer you support to protect your email communications from the dangers of the Internet.

