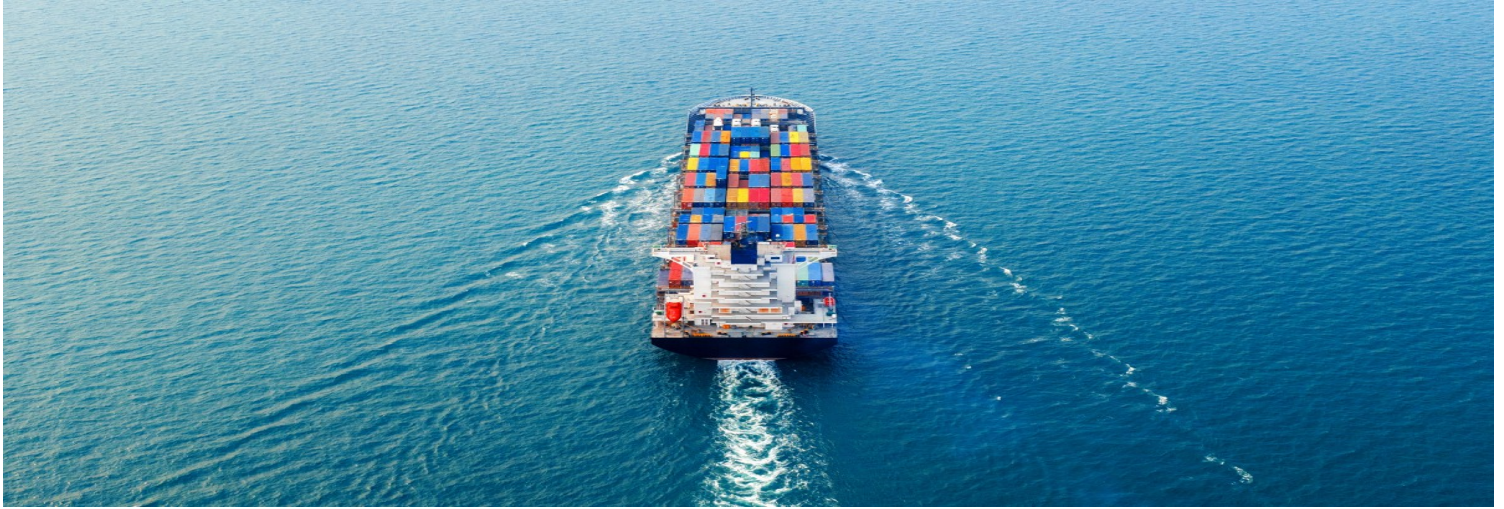


Sector : TRADE-SALE



Acronym : COMVEN

Option: International trade

Level : BTS

Prerequisites: Economic or scientific series or equivalent level

Opportunities:

- Export agent
- Customs operator;
- Manager of international trade operations;
- Commercial export;
- Export salesman;
- Export and import sales assistant
- Assistant buyer / international importer.

Description:

This option allows This specialty aims to train middle managers in the export departments of companies who master all aspects of commercial negotiation, with a good knowledge of foreign markets (culture, functioning, particularities) but also general knowledge of economics and place. They will also master international logistics and the operation of customs.

Specific skills

- Understand the determinants of competitive selling and buying abroad
- Manage and manage the commercial activities of a company related to the sale, the purchase, the financing by taking into account the complexity and the risks related to the international market;
- Establish an export approach
- Analyzed a foreign market;
- Clearance of goods;
- Complete export formalities;
- Manage risks related to international payments and foreign exchange risk;
- Choose the most suitable international sales formula;
- Buy under competitive conditions;
- Establish import-export contracts.

Quality and skills

- Understanding of the international economy;
- Proficiency in other languages;
- The ability to negotiate;
- Understanding the professional environment
- Be able to work under pressure;
- Adaptability and versatility.