

# SECTOR : BIOLOGICAL ENGINEERING

**Acronym** : INDALI

Option : **FOOD INDUSTRY**

**Niveau** : BTS

Prerequisite : **High school scientific certificate or equivalent level**

**Opportunities** :

**Export agent**

**Customs operator**

**Manager of international trade operations**

**Commercial export**

**Export seller**

**Export and import sales assistant**

**International buyer / importer assistant.**

**Description** :

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

**Specific skills** :

- Understand the determinants of competitive selling and

buying abroad

- Manage and manage the commercial activities of a company related to sale, purchase, financing, taking into account the complexity and risks associated with the international market;
- Establish an export approach
- Analyze a foreign market;
- Clear goods through customs;
- Complete the export formalities;
- Manage the risks associated with international payments and currency risk;
- Choose the most suitable international sales formula;
- Buying under competitive conditions;
- Establish import-export contracts.

#### **Qualities and competences :**

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