



VENICE - LONDON

HUMAN VALUES FOR BUSINESS VALUES

Venetiam, was born from the union of almost 25 years of experience in the world of food & beverage, with transversal skills in international trade and in the creation of projects ranging from the study of a new product to its sale and positioning in the market, intervening in all crucial areas of the supply chain such as the feasibility plans, the logistic optimization or the creation of a sales network.



FOOD INTELLIGENCE

Venietiam's Food Intelligence Service refers to all the actions that are put in place for the development of a Food&Beverage-project, from the identification/procurement of raw materials to industrialization, to the conception of a targeted offer for a specific market, resulting in the sell-out support in the respective sales channels.



Product study



Feasibility study



Financial analysis and administrative-logistical set-up



Commercial strategy and product positioning



Creation of a sales network



Commercial-operational support

INTERNATIONAL TRADING

Venietiam's International Trading service is a partnership that works in two directions:



FOR THE MANUFACTURER

A light-audit of the factories is carried out, enabling the development of marketing/sales solutions in different markets, based on products characteristics and company's strategies.



FOR THE CUSTOMER

All qualitative, operational and commercial requirements are analyzed, to identify then the best product and service solution, optimizing time and avoiding actions that could be penalizing, thanks to our know-how.

WE TAKE CARE OF EVERY ASPECT OF THE SUPPLY CHAIN, OFFERING TURNKEY SOLUTIONS

Management of orders and ongoing customer relations

Access to Venietiam's EU and Extra-EU portfolio of customers and manufacturers

Buying and selling operations, currency rate exchange management

Creation of the offer from EXW to DDP

Management of import-export operation

Negotiation management and closing with the end customer

Procurement and consolidation of goods from multiple suppliers



venietiam.it

GIOVANNI DE MARCHI
+39 348 755 71 44
gdm@venietiam.it

GIOVANNI VENDRAMIN
+39 320 15 354 39
sales@venietiam.it

UK DEPARTMENT
+44 7354473583
info@venietiam.it



Venietiam srl Via Cavour 43 31015 Conegliano (TV)
P.I.04882920269 SID:M5UXCR1



19 The Circle, Queen Elizabeth Street, London
SE1 2JE United Kingdom UK VAT 413523432