

Industry Experts

E-Commerce – Adam Pritchard / Project Octo



Octo is a digital agency specialising in e-commerce and marketing. Based on King Street in Manchester we can offer the benefits of our experience since 2002.

Using the Shopit platform we've enabled businesses to trade more economically across multiple brands and languages. We offer research and guidance to those who want to export, or who need to integrate their stock management with their sales channels better. As well as international marketing. Our doors are always open and the coffee machine on for anyone who needs to ask questions about their digital strategy, and chew the cud over future growth.

Export Certification for Food, Dairy and Animal Products– Andrew Iveson / Amivet Export



Andrew has been involved with export certification work for over 14 years and set up his company Amivet Ltd in 2010. Amivet Exports are official veterinary surgeons who have significant experience in international trade. This includes advising on which food and animal products can be exported to which countries, as well as inspecting consignments and completing and signing the relevant export health certificate documents.

Amivet work with new and experienced exporters of all sizes and offer a tailor made service to suit your needs. Andrew can advise new exporters on the first steps to take and through our network of contacts. Based in Manchester, they travel regularly through the UK to meet the needs of our clients.

GMCC Export Documentation & International Trade Support – Rachel Kitchen / Greater Manchester Chamber of Commerce



Rachel has worked for the Greater Manchester Chamber of Commerce for nearly 30 years now. She started her career as an Export Documentation Typist and progressed further by training with the British Chambers of Commerce to become an Export Documentation Officer.

During her time at the Chamber, she has been able to develop a lot of knowledge regarding export documentation and she is currently completing her Certificate in International Trade.

Industry Experts

GMCC Export Documentation & International Trade Support – Amy Cawley / Greater Manchester Chamber of Commerce



Amy has worked as an International Trade Coordinator at Greater Manchester Chamber for over 3 years. During her time at the Chamber she has been supporting companies to import and export across a range of markets as well as developing the current international trade service offering for members.

Prior to working at the Chamber, Amy completed her BA Honours Degree in Management at the University of Leeds, where she also worked in marketing and events. In 2017, Amy completed the Institute of Export, Level 4 Diploma in International Trade (formerly Advanced Certificate) and was awarded her Certificate in International Trade from the British Chambers of Commerce.

Amy is currently responsible for the Chamber's international trade services and partnerships. She assists companies with trade queries, connections in overseas markets and recently lead a trade mission to Canada.

Foreign Exchange – Tony Bescoby / AFEX



With a career in finance spanning over 28 years, Tony has a diverse and deep knowledge in many financial sectors and most recently foreign exchange. Based in Manchester, the home grown man can help build and support companies either making their first transition into importing/exporting or large established companies with hedging strategies to manage large volumes of currency movement. Tony is a loyal Manchester City fan who, if not at the Etihad, loves an away day or down the Apollo watching live music.

Foreign Exchange – Mark Deans / AFEX



With over 18 years of industry experience, Mark has extensive knowledge of the foreign currency markets. Working closely with companies to provide the best risk management strategies within the volatile currency environment. Mark is the manager of the new AFEX Manchester office. Having relocated to the North-West in January 2017, the Newcastle United fan enjoys spending time with his family and watching his son's play rugby.

Industry Experts

Immigration and Visas – Simon Kenny / Eversheds Sutherland



Simon Kenny is a Principal Associate in the Human Resources Practice Group at Eversheds Sutherland in Manchester. He advises companies seeking to sponsor people from overseas to work in the UK.

Simon has specialised solely in immigration law since becoming a solicitor in 2000. His main current work is helping companies with immigration risk issues which arise from major events such as the consequences of Brexit, illegal working allegations and sponsor licence suspension. Simon also manages global immigration programmes for multinational companies seeking to transfer employees to multiple jurisdictions and has introduced international business visitor tracking policies.

Intellectual Property – Amy Chandler / Slater & Gordon



Amy is a partner and head of the non-contentious IP and IT team.

Amy's expertise includes advising clients on a wide range of IP related agreements, including trade mark licences, patent and know-how licence agreements, research and development agreements, and sponsorship agreements. She is often involved in advising on complex IP matters such as joint development and joint ownership of IP (often in the context of collaboration agreements and patent and know how licences). She also advises on a wide range of IT related agreements and compliance with data protection legislation and e-commerce legislation.

Amy is ranked in Chambers for IP and named for both IP and IT/Telecoms in the North West in the Legal 500.

Intellectual Property – Melanie McGuirk / Slater & Gordon



Melanie is a partner and heads up the contentious IP team.

Melanie specialises in the enforcement and protection of clients' intellectual property, reputation management and trade libel. She has particular experience in the retail and fashion sectors.

Melanie's expertise includes disputes relating to the infringement of trade marks and passing off, the unlawful use of confidential information and trade secrets, the infringement of copyright, registered and unregistered designs rights, database right and patents. She is often involved in advising on securing urgent interim injunctive relief and has substantial experience of complex parallel import/grey market trading cases.

Melanie is ranked by both Chambers and Legal 500 in the field of IP.

Industry Experts

International Exhibitions – Lee Ali / Expo Stars Interactive Ltd



Lee is the Founder & Managing Director of Expo Stars Interactive, a global tradeshow performance agency based in Manchester. A sales & live marketing specialist with over 25 years field experience and with a deep interest in business psychology, Lee has worked extensively in the communications sector including Telecoms, Mobile, Broadcasting, Online and Live Marketing. For the past 10 years, Expo Stars have supported over 500 international exhibitors across the world to engage with their target audience, generate qualified sales leads and achieve measurable results.

Logistics – Simon Booth / DSV Air & Sea



International Import & Export Shipping , Transport and Supply Chain Specialist - Air & Sea Freight Focus
Providing smart Cost effective & Reliable Air & Sea Freight solutions to Importers & Exporters within UK
Logistics and Shipping is fast changing which is now investigating the potential benefits of block chain technology which could catapult the industry into a new era in the next few years where more and more business is conducted in an online space. That said it's still important to have a good understanding of how things work on the ground when dealing with complex challenges in both international and domestic markets which need innovative solutions.

Risk – Mark Whiteley / Credit Risk Solutions



Mark Whiteley has been a specialist Credit Insurance Broker for more than 25 years. Mark's experience ranges from designing bespoke programmes for Major exporters to providing rapidly expanding SME's the confidence to enter new markets. Furthermore Mark works with both Private Insurers and Government Agencies such as UK Export Finance and therefore is able to provide you with a totally independent recommendation. For those exporters looking to Brexit as an opportunity to get involved in new markets then please ask Mark to provide details of how a relationship with a credit insurer can help you grow your sales as well as assist introduce the disciplines to protect your bottom line.

Market experts



Africa – Lynne Gillen / Department for International Trade *Trade & Investment*

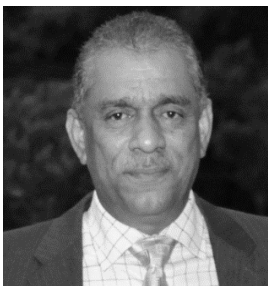
Lynne Gillen, International Trade Team Leader for DIT North West. With over 20 years experience in over 90 countries worldwide, Lynne currently leads on the food and drink sector and is the regional specialist for Africa. Through her excellent network of contacts, she is always looking to identify business opportunities for North West companies and has led trade missions to Europe, the Middle East and Africa, including Nigeria, Ghana, Kenya, Uganda and South Africa.

Asia Pacific – Amita Krishna / GMCC Asia Pacific (1/2) *Trade & Investment*



Amita is a senior executive with 30 years' experience in driving commercial success through strategic business transformation and international expansion for sustainable growth. Born in Uganda, and brought up in England, Amita commenced her career in finance in London focusing on investment advisory, corporate finance and routes to market. Venturing into Asia in 2002, she exported her services, delivering strategic business and investment plans, market entry recommendations and customer experience solutions working across diverse cultures. Her strengths lie in strategic management, turnaround and international expansion utilizing her extensive network and on the ground market knowledge. She co-leads the representative office for the Greater Manchester Chamber of Commerce across Asia.

Asia Pacific – Thomas Cherian / GMCC Asia Pacific (2/2) *Trade & Investment*



Thomas has over 40 years of senior executive experience with a key focus on promoting and marketing companies across Asia. He is highly experienced in the areas of Strategic Marketing Management and International Marketing. His exposure revolves around all angles pertaining to advertising, media and communications, including pricing and promotion strategies for new market entrants. He has been involved in business analysis, strategy formulation, and crafting and implementing marketing management programmes for various companies and working with British firms to enter the Asian markets. His local knowledge and network enhances go to market insights and entry reducing time and risk for any new market entrant. He has various business ventures and interests in firms across sectors including, Biotech, Education, Technology and health. He co-leads the representative office for the Greater Manchester Chamber of Commerce across Asia.

Market experts

Australia– Chloe Mascart / Altios International

Trade & Investment



4 years of experience in Consulting and Business Development, for private companies as well as governmental and financial institutions, including 3 years at ALTIOS Australia;

Experience in Fashion retail, Management, Wholesaling and Buying; experience in Food & Drink, and professional services;

Graduated from Macquarie University with a Bachelor of Commerce, majoring in International Business; French Australian binational.

Central America and Caribbean – Daniel Gray / Caribbean Council

Trade & Investment



Daniel is responsible for identifying opportunities for investment and engagement in the Caribbean and Central America. He also manages and develops our range of consultancy services, building on the organisation's position as a world-leading centre of expertise on the region which supports multinational and SME companies from a range of sectors to understand local markets and navigate the region's business environment with confidence. Daniel also produces Caribbean Insight, The Caribbean Council's flagship fortnightly research publication analysing business and political developments in the region, as well as editing Central America Briefing and Cuba Briefing. Daniel also supports in the delivery of events, conferences and trade missions held for our membership.

Prior to joining The Caribbean Council, Daniel spent four years at Verisk Maplecroft as a Latin America political and security risk analyst, where he led coverage of political risk, corruption and regulatory issues in Chile, Colombia, Central America and the English-speaking Caribbean; and was responsible for producing analysis on security risks across the Americas.

Central and Eastern Europe – Adrian Vicol / British Romanian Chamber of Commerce

Export support



My name is Adrian Vicol and I run a Project on behalf of DIT in Central and Eastern Europe that covers 10 markets and multiple industry sectors, collaborating closely with 10 British Embassies and 6 British bilateral Chambers of Commerce in the region. The main goal of the project is to strengthen UK exports in the region and raise the profile of the CEN as a business destination for UK companies located in the Northern Power House and Midlands Engine areas.

Market experts

China – Nathalie Cachet-Gaujard / China-Britain Business Council

Export support



Nathalie Cachet-Gaujard brings twenty years' experience in international business development. She started her career lecturing at the University of Salford and the University of Xiamen in Fujian. She then moved to industry, holding senior international management positions in the software and telecom industry and was based in Beijing for two years.

Prior to joining CBBC, she worked for five years at the University of Central Lancashire, developing partnerships globally, spanning from teaching and research to projects with industry, with much of her time spent in China. She is a fluent speaker of Mandarin.

Egypt – Iman El Sherif / Egyptian-British Chamber of Commerce (1/2)

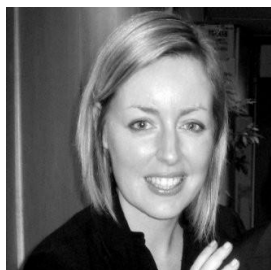
Trade & Investment



Iman has worked as a Business Relationship Manager for several international companies for the past 6 years, including Infracon and Shimco International. Before that she worked as a Business Development Manager at the Medical Office of the Egyptian Embassy in London in which she used British expertise to lead collaboration programs in the medical field to improve medical services in Egypt (such as nursing, ambulance, GP surgeries, etc.). She worked in the international department of the Chartered Institute for Securities and Investment and was leading the project between the UK and capital market authorities in Egypt, UAE, Lebanon, and Saudi Arabia to create a duplicate of the institute in those countries. The aim was to introduce obligatory CPD (continuing professional education) to brokerage firms to ensure the professional level in the industry. Before she arrived to the UK in 2004, she worked as a Communications Advisor at the USAID project (CMD) for 4 years, in which she worked very closely with the Chairman of the Capital Market Authority.

Egypt – Karin Van Wesep / Egyptian-British Chamber of Commerce (2/2)

Trade & Investment



In her role as the Chamber's Business Development Manager, Karin runs frequent events highlighting opportunities for business cooperation between Egypt and the UK. She conducts economic research and manages major UK/Egyptian projects for clients. She is further involved in membership promotion and marketing. Prior to getting appointed by the Egyptian-British Chamber of Commerce, she was an events manager for the University of East Anglia in Norwich. Karin holds a BA and MA in English from the Radboud University in Nijmegen, the Netherlands. She also holds an MA in American Politics and History from the University of East Anglia in Norwich, UK.

Market experts

France / Germany – Pierre Boesinger / Altios International *Trade & Investment*



9+ years of international experience, supporting the strategic development of SMEs and mid-cap corporations in France, the US and the UK, including 2+ years at ALTIOS International;
Opened ALTIOS UK; in charge of supervising the UK commercial and consulting operations; leads the business development – expertise in Fashion, New Technologies, and Consumer Goods;
Top 100 MBA in International Strategy & New Venture Management from the EML Business School; fluent in English and French.

Indonesia – Chris Wen / British Chamber of Commerce in Indonesia *Export Support*



Born in Crosby, Liverpool in 1961, Chris Wren has now been in Indonesia for 22 years. Since 1998, he has been involved in consulting relating to HR Development and post-graduate education.
In recent years, Chris was International Development Consultant at London School of Public Relations, acted as Commercial Director for President University and set up the President Business Institute. Chris was Managing Director of the South East Asia Business Institute (SEABI). Chris then took up on the role of heading-up the BritCham Executive Office in April 2008 but remains a non-executive Director.

Latin America – Susana Cordoba / GMCC *Trade & Investment*



Susana is originally from Colombia where she started her career by working for a children clothing manufacturer, exporter and importer before moving to the UK. In the UK, she has built a successful career in the arena of international trade development working for a wide range of organisations in the public, private and NGO sectors. Her experience across a number of international markets means she has excellent knowledge of business cultures and the ability to identify and capitalize on the commercial opportunities that they present. Her experience includes working in a number of multi-regional trade and investment development projects in Colombia, Brazil, Mexico, Bolivia, Vietnam and China.
She joined the GM Chamber in 2014 as the Overseas Business Network Programme Adviser for the North West, where she worked in partnership with accredited chambers of commerce in the UK, she has built a successful career in the arena of international trade region and DIT connecting more than 1,000 companies in the region to overseas partners across high growth markets in Latin America, Asia, Europe, Middle East and Africa.

Market experts

Middle East – Richard Deighton / Partner Arabia

Trade & Investment



Richard has 20 years' experience working in business, higher education and local and regional government in the UK and MENA region. His expertise focusses around business development, customer acquisition and relationship management – bridging the gap between the Middle East and the UK. He provides market introductions and entry strategy, partner sourcing, and project management for clients, advising on cultural aspects of projects.

In his previous work in the UK University sector Richard established research and academic collaborations with Middle Eastern institutions, governments and private training providers. He also programme managed a three year, nine-university knowledge transfer partnership with the aviation industry in the UK and led a graduate business start-up centre in Manchester.

Saudi Arabia – Freddie Blackman / Arabian Enterprise Incubators

Export support



Freddie Blackman has been a consultant with AEI Saudi for the past two years, based in the Kingdom of Saudi Arabia. He has worked with British companies across a wide variety of sectors to assist them in bringing their products and services to the Saudi market. He has worked closely with both governmental and non-governmental organisations to support trade missions to the Kingdom. Now splitting his time between Riyadh and Manchester, Freddie continues to support exporters through the UK Department for International Trade, Chambers of Commerce, the Saudi British Joint Business Council and other trade bodies.

Spain and Canary Islands – Natasha Meah Layland / EBF Consulting (1/2)

Trade & Investment



Director and founder of E.B.F. Consulting S.L., dedicated to tax, accounting, legal and strategic business advice for numerous companies / clients in Europe that wish to operate in Spain and the Canaries.

Having arrived to the Canary Islands in 1996, Natasha has established EBF Consulting as one of the premier bilingual business consulting firms in Spain. Passionate about international commerce and professional collaboration, Natasha is a member of the board for Tax Consultants for Spain in Madrid (AEAFyT), Greater Manchester Chamber of Commerce and the British Chamber of Commerce in Spain.

Natasha is currently striving to encourage international commerce between Spain and the UK, as well as business investment in the Canaries due to the extensive fiscal incentives that are available. Her knowledge, extensive experience and professional network allow her to provide the advice and ongoing support for any business in Spain.

Market experts

Spain & Canary Islands – María Delia Domínguez Montenegro / Canary Islands Special Zone (ZEC) (2/2)

Trade & investment



Delia has worked as consultant for the Canary Islands Special ZEC Consortium since November 2000: a public body that strives to attract investment to the archipelago. The Canary Islands are well known as a tourism destination but they can also offer exceptional conditions to companies that decide to establish a subsidiary or branch in the archipelago. Prior to the year 2000, Delia worked with "La Caixa", one of the most important banks in Spain in the international trade department where she kept her clients in contact with the foreign markets.

Delia is currently promoting the advantages of the ZEC worldwide but especially within the United Kingdom since BREXIT. Her experience and extensive knowledge in international trade along with her legal expertise allows her to advise on the best structure of a ZEC entity.

Thailand – Greg Watkins / British Chamber of Commerce Thailand

Trade & Investment



Greg Watkins has lived and worked in Thailand for 24 years. For 19 years he has been Executive Director of the British Chamber of Commerce Thailand (BCCT), one of the leading overseas BritChams in UKTI's Overseas Business Network initiative.

Prior to leaving UK Greg was desk officer for Thailand, Burma, Laos, Cambodia, Vietnam, Malaysia, Singapore and Brunei in two separate postings at the Department of Trade and Industry in London. He was also Marketing Director at Tara Siam Business Information, a business research company in Bangkok, for 5 years before joining BCCT.

Turkey – David Wright / Department for International Trade

Export support



David is an International Trade Adviser for the Department for International Trade. David has been working for DIT for more than 9 years and spent 30 years in logistics in various operational and sales role. He was Turkish Market Champion for North West England and have led several successful cross sectors missions to Istanbul. He is also the North West Sector Lead on Maritime and Ports.

Market experts

United Arab Emirates – Andy Hosie / British Business Centres in the UAE

Export support



The BCB is a business-to-business professional services company established with the mandate to provide operational support and market entry services in the UAE to British companies.

We work alongside the British government to deliver on-demand trade services, providing practical assistance, guidance and orientation for UK exporters and, through our unique incubators in Dubai and Abu Dhabi, direct market- entry support.

USA / Canada – Alasdair Darroch / Altios International

Trade & Investment



35+ years of international entrepreneurship, building a global livestock business and Europe wide operations in the IT industry; 1+ years at ALTIOS UK;

Joined ALTIOS UK in 2016 to support the strategic development of the subsidiary and the outbound operations, with a particular focus on the North-American markets;

In charge of the key accounts, and the Management of high-value projects (Investment / external growth / strategy), with a speciality in IT, Agri-business, and Education.