

# GERMANY

## PENNSYLVANIA'S TRADE REPRESENTATIVE Germany, Austria, Switzerland and Italy



**Linda von Delhaes-Guenther, Director**

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### **DIRECTOR'S BIO**

Linda is a managing partner of AHP South (AHP Süd GmbH & Co. KG) and was appointed Pennsylvania's Authorized Trade Representative in July 2010. Born in the Italian Piedmont, she grew up in Italy and Germany and is fluent in German, Italian and English.

Linda has more than 10 years of experience in international trade and investment. She has worked with companies and corporate clients across Europe as a consultant in the areas of strategic business development, internationalisation, sales & marketing, economic development as well as inward investment promotion.

### **OFFICE SCOPE OF SERVICES**

- Foreign market intelligence reports: Market viability, entry strategies, competitor analysis
- Search and screening for agents, distributor, end-user and joint venture partners; background checks
- Business appointment scheduling with prospective buyers or partners
- Trade show support, including booth space leasing, pre-show marketing, meeting scheduling, logistics
- Customized lists of manufacturers, buyers, agents, distributors, or other potential business partners
- Commonwealth-sponsored trade missions offering pre-qualified business contacts, market briefings, and logistical assistance
- Referrals and introductions to government officials, industry experts, legal, shipping and other service providers

### **RESEARCH TOOLS & FACILITIES**

- Fully staffed offices in Berlin, Leipzig, Münster and Heidelberg, including meeting rooms
- Extensive network including membership in numerous sectoral and regional organizations and clusters
- Own CRM system built up during the last 18 years
- Access to a large number of databases

### **To obtain export assistance from our Authorized Trade Representative, contact:**

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