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与中国发展贸易
Increase your business with China

Paris 2011

Object: Application letter for a position in your company

Sir, Madam,

By the time you will read these words, China will already have changed with regard to what it was when I wrote them. Is this country of any interest to you?

21 times more populated than the U.K. and 4,2 times more than the U.S., 38 times bigger than the U.K. and as big as the U.S., China have had however in the recent years an economic growth around 10% while the U.S. as well as most occidental economies were in recession in 2009. Who can today ignore China, whether for imports or exports?

Time going is only an opportunity left to your competitors because China will not slow down.

China is indeed a very specific market, difficult to deal with, and it often represents a problem as companies will to expand business there.

- 17 years working as an export consultant for private companies (*15 years dealing with equipment goods and 2 years with agro food industry*)
- 2 years as a French start up manager in the beauty sector working with China
- Ability to work in 4 languages (*including Chinese, English – and 2 mother tongues : Italian & French*)
- One year experience in China

Make me feel at ease in this country which is familiar to me in terms of way of thinking. Moreover, I got closer to Chinese creating professional connections as well as friendships at several levels.

You hardly spend all these years acting as solutions provider for your clients without it becoming a second nature.

Besides market researches, this permanent solution finding attitude, and dealing with legal and marketing aspects of consulting activity, my professional experience in terms of tailor made ground support allowed me to settle down a wide range of events¹

Provided with a comprehensive practice of trade / communication / logistics, practical and result orientated behaviour, I consider myself ready to build a professional relationship suited to match your requirements.

Whether as a trade analyst, or as project leader (*managing a start up trading with China*), harshness has always been my key point, from forecast, through action, to final achievement analysis.

All Skills that I offer you to take advantage in your projects.

Used to high level contacts (*I participated to support for qualification of Milano city to the 2015 universal exhibition within the trade section of the Italian embassy in Paris*) I am ready to examine every proposal that you may be willing to communicate for promoting your interests.

Single and without children, I have full and immediate availability to move to Asia no matter the frequency, as well as to settle down in China² **as you may have understood that this country is at the heart of my interests.**

Would you need any other piece of information, please do not hesitate to contact me.

Sincerely yours

Gérard DUPIN

¹ Attendance to professional exhibitions, organisation of canvassing, press conferences, leaflets edition, multi media based press campaign, websites communication...

² Where I already lived for a year