

## CORE COMPETENCIES

We offer tailor-made consultancy services for your company. Our services include:

- Support in entering the Catalan or Spanish market (in-going)
- Support in entering new European and international markets (out-going)
- Market studies and analysis of your export potential
- Strategic positioning of your company on the target market
- Selection of adequate distribution channels for your products and services
- Systematic building of contacts with partners in Spain and in foreign markets (B2B)
- Identification of direct clients, sales partners, suppliers, importers and human resources

We work with you in a flexible way and with the support of external senior consultants, if further expertise is needed. We highly value efficiency and practical application. The objectives, extent and fees of our services will be defined in advance, together with your company.

## THE FUNDACIÓ BARCELONA PROMOCIÓ

The FBP was created in 1987 as an organization of the Barcelona Chamber of Commerce Group. At the beginning of 2015 we have launched our new consulting services for companies wishing to enter foreign markets.

We are based in Barcelona and have a second office in Brussels, in order to keep close contacts to the European institutions and the Central and Northern European markets.

The core objective of the FBP is to connect Spanish companies with European Markets and, vice versa, pave the way for European companies that wish to increase business activities in Spain.

We possess an excellent network and reliable contacts in Catalonia, Spain, other European and Latin American countries and in the European capital Brussels.

## CONTACT

Please do not hesitate to contact us if you are interested in our services, looking for more information or would like to meet us in person.



### Office Barcelona

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### Office Brussels

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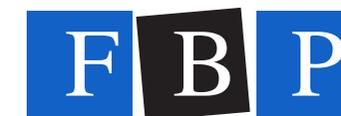
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Ad Hoc Consultancy  
in International  
Markets  
&  
Corporate Diplomacy

FUNDACIÓ



BARCELONA  
PROMOCIÓ

An Entity of:



# OUR TEAM



**Alexander David Tutt**

Junior Consultant  
EU Corporate Diplomacy

Alexander holds a Master's degree in International Relations (Barcelona Institute of International Studies; joint degree awarded by the Universitat Barcelona, Universitat Autònoma de Barcelona, and Universitat Pompeu Fabra) and a Bachelor's degree in History and Public Law (University of Heidelberg). During his Master's, he focused on E-Diplomacy Capacities in the European Union, a topic which is directly applicable to his current post as EU Corporate Diplomacy Consultant. Before starting to work for FBP in October 2015, he gained work experience at Acer Germany, a global Top 5 hardware manufacturer. He also gained valuable experience during internships at the North Rhine-Westphalian Ministry of the Interior, the German Bundestag, and the German Consulate General in Barcelona. During the latter, Alexander experienced deep insights into diplomatic and consular working processes with international institutions and organizations. Alexander is born and raised in Cologne, Germany. He has a native level of English and professional proficiency in Spanish.



**Clemens Rosenmayr**

Junior Consultant  
EU Corporate Diplomacy

Clemens holds a Master's degree in Environmental Technology and International Affairs (double degree Diplomatic Academy of Vienna & Vienna University of Technology, Austria) as well as a Master's degree in Quantitative Economics (University of the Basque Country, Bilbao, Spain). He has been working as Junior Consultant for EU Corporate Diplomacy at the FBP since October 2015. He gained previous international work experience as intern at the Austrian Embassy in Brussels, Belgium, as well as at the French Trade Commission Ubifrance in Warsaw, Poland. During his undergraduate studies of business administration he worked part-time in a bank branch office. Clemens was thus able to gain both a detailed understanding of the economic and political processes in the European Union and customer service competence. In combination with his primary interest, environmentally compatible and sustainable business, he aims at introducing these skills and principles in his work. Clemens is Austrian, has full professional proficiency in English, French and Spanish.

We are a dynamic mix of very experienced staff and energetic juniors. The president of the FBP is Miquel Valls, who is also President of the Barcelona Chamber of Commerce. Our Vice-President, Ramon Masià is a lawyer and member of the plenary of the Barcelona Chamber of Commerce.

Our academic and professional background covers business and economics, law, international and European relations and environmental technology. Our team members are from Spain, Germany and Austria and speak Spanish, Catalan, English, German, French, Italian and Japanese.



**Ramón Masià**

Executive Vice-President

Ramón Masià is a Member of the Plenary of the Barcelona Chamber of Commerce and Member of the Executive Committee of Turisme de Barcelona. From 2000 until 2011 he was appointed Honorary Consul of the Republic of Korea in Barcelona. Since April 1988 he is present sole Partner of Consultors i Advocats Associats in Barcelona, a lawyer's office specialized in International Trade. Among other posts, Ramón Masià worked as Export Director of Freixenet (Spain's leading sparkling wine company), as Corporate Officer of Banco de Progreso (a wholesale Bank belonging to the March Group), and as Partner of the law firm Negre, Abelló, Masià Asociados (Mr. Negre is the former President of the Barcelona Chamber of Commerce). Ramón Masià holds degrees in both Law and Economics from the University of Barcelona. He speaks Spanish, Catalan, English, French, and German.



**Carolina Teworte**

Junior Consultant  
Corporate Diplomacy

Carolina Teworte holds a Master's Degree in European Studies from the Universities of Udine and Deusto and has specialized in European external trade relations, particularly with Latin American countries. She also holds a M.A. in Art History/ Philosophy/ Archeology. She has been working as Liaison Officer in Brussels and as Consultant for Corporate Diplomacy in Brussels and Barcelona at the Fundació Barcelona Promoció since May 2015. Previously, she did internships at the German Embassy in Athens, the Economic Department of the General Consulate of Chile in Hamburg and at the Regional Representation of the European Commission in Bonn, developing a deeper understanding of diplomacy, European affairs and policies, north-south differences and common grounds, and the role of Europe in the world. Furthermore, she has worked as a travel author, translator and academic assistant, amongst others. Carolina is German and has full professional proficiency Spanish, Italian, English and French.



**Kei Josep Arnau Hatakeyama**

Junior Consultant  
EU & International Affairs

Kei Arnau holds a Master's Degree in Innovation Management of Urban Destinations (CETT-University of Barcelona) and a Bachelor's Degree in Political Science and Administration (Universitat Autònoma de Barcelona), specializing in foreign relations. With his Master's Degree, he focused on the Japanese tourism outbound market, doing an exploratory and comprehensive investigation of the profile of Japanese tourists visiting Barcelona. Regarding his professional experience, he did an internship at Turisme de Barcelona, in the studies and statistics department doing reports to understand the tourism phenomena in Barcelona; and an internship at CIDOB, assisting the elaboration of the CIDOB International Yearbook which included a country profile of Japan. He also worked with the travel agency JTB Spain as a Japanese guide assistant. With this career, he gain practice in elaborating profiles of specific markets and understanding the areas which should be stressed to be successful at entering them. Kei is Spanish-Japanese and familiar with the language and culture of Japan. He also speaks French and has full professional proficiency of English, Catalan and Spanish.