

DISCUSSION TOPICS

CORPORATE TRAINING & BUSINESS CONSULTATION

BUSINESS SEGMENTS:

Market segmentation includes corporate entities of SME's up to 100 employees. And, all corporate entities with an aim to implement or expand its International exports, with a focus on China

SPEAKER:

STEPHEN G GUAGLIANO

With over 40 years of experience in the field of international business, with a specific focus on the China market. **Steve** is currently the CEO of **GCG Supply Chain Corporation**, a Canadian company, with corporate holding and entities in Brazil and China.

Stephen's aim is to share his 4 plus decades of vast experience and knowledge with companies interested in seeking assistance with implementing improved systems and procedures related to Business Consultation and Employee training, with emphasis on development of International Business.

Including:

- Export readiness analysis
- Strategic consultation; project by project
- Addressing broad based business challenges
- Employee / Executive readiness

Some Key Perspectives of Mr. Guagliano's Business portfolio &

Experience:

- Capable and efficient management of people; i.e. staff members, business associates, sales agents, suppliers, prospects and clients, including the formation of key employees and management personnel in the segments of: Corporate Governance, Procurement, and Sales.
- Proficient in the development; progression and maintenance of Commerce in International Markets, with a focus on China
- Understanding and proficiency in the analysis of corporate Financial Statements
- Strength in the preparation, negotiation and implementation of Contracts, including: MOU's (memorandum of understanding), JV's, Employment Contracts & Job Description Agreements
- Understanding of Global Cultures and awareness of sensitive and empathetic characteristics of communications
- Key Relationships with Governing Bodies, abroad: Includes; CIQA (China's Governing body responsible for the oversight of all product entry into China;

ensuring proper certifications and controls. **Mr. Guagliano's** business is a prominent Member of the CIQA in China. Other strong relationships include a lengthy list of SOE's (State owned Enterprises) and Corporate MOU's (memorandums of Understanding's)

Global Markets currently within Mr. Guagliano's purvey:

- China
- Africa; including Tanzania, Zambia, the DRC and Liberia
- South Korea
- Middle East (Dubai, UAE)

Note: Travels to China expands 30 years with multiple trips per year, additionally to Brazil, Africa and Europe; all with the consistent aim of meeting face to face with Prospects, clients, sales agents, to ensure quality relationships, Including:

- Canadian embassies and Consulates, within Global markets ... with full awareness of the available programs to Canadian Processors and Manufacturers with interest to expand sales to International markets

Procurement & Sourcing Skills:

- Consistent development and expansion of Procuring products from Brazil, Africa, Europe, via key personnel within **Mr. Guagliano's** company. Procurement methods can be discussed and shared

Key factors to discuss and collectively resolve:

- Problem solving: having experienced first hand, and, witnessing other corporate entities errors and challenges; **Mr. Guagliano** and his experienced team, have the ability, experience, tools and communication skills to assist in 'Problem Solving'

All based on **Mr. Guagliano's** extensive skill sets, connections; all based on **REAL WORLD Performance.**

Contact us Today



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