

LANDING

BARCELONA SALES PLATFORM

Commercial Landing For Business

The export sales platform
From Barcelona to European
and Mediterranean Markets

What Barcelona can offer you?

Barcelona International Airport

European hub with route connections to all continents. 6th busiest airport in Europe. Over 50 million users

Free economic zone (Zona Franca)

Area located between the port and the airport of Barcelona with 4.7 million square meters and 175 registered companies

Port of Barcelona

1st Mediterranean Sea Port.
8th largest European container port.
Around 4 million TEUs trade volume.
4th international cruises port

Trade Fair activity

Best-attended conference city in the world. Hosting yearly the GSMA Mobile World Congress and other major events like Barcelona Motor Show, Construmat, Smart City Expo IoT Solutions and Alimentaria

Connectivity

Full train connections with both Spanish and European most important cities. High-speed rail connections with Spanish cities and France. High capacity roadways connections

Talent

Barcelona is one of the top-rated major European economy for attracting global talent and is the only European city with 2 business schools ranked among the top 10. Is home of start-ups, giving an indication of the country's entrepreneurial spirit, highly-skilled workforce and thriving talent market

135 years of economic activity

The Barcelona Chamber is an organization that brings together economic stakeholders from all sectors located in Catalonia, one of the most dynamic regions in Europe.

We represent around 360.000 companies and have signed agreements with a wide range of institutions, corporations and interest groups. We occupy positions of responsibility in organizations and play an important role among the international Chamber network that groups 12,700 Chambers worldwide.





How can the Barcelona Chamber help you?

Sales Managers

Experience in sales implementation programs in strategic sectors. Sales strategic support from experts with remarkable business careers. Specialized consultants by countries and sectors.

Extensive and quality databases

Access to a wide range of quality databases.

Cost-effective

Compared to other private consultancy firms.

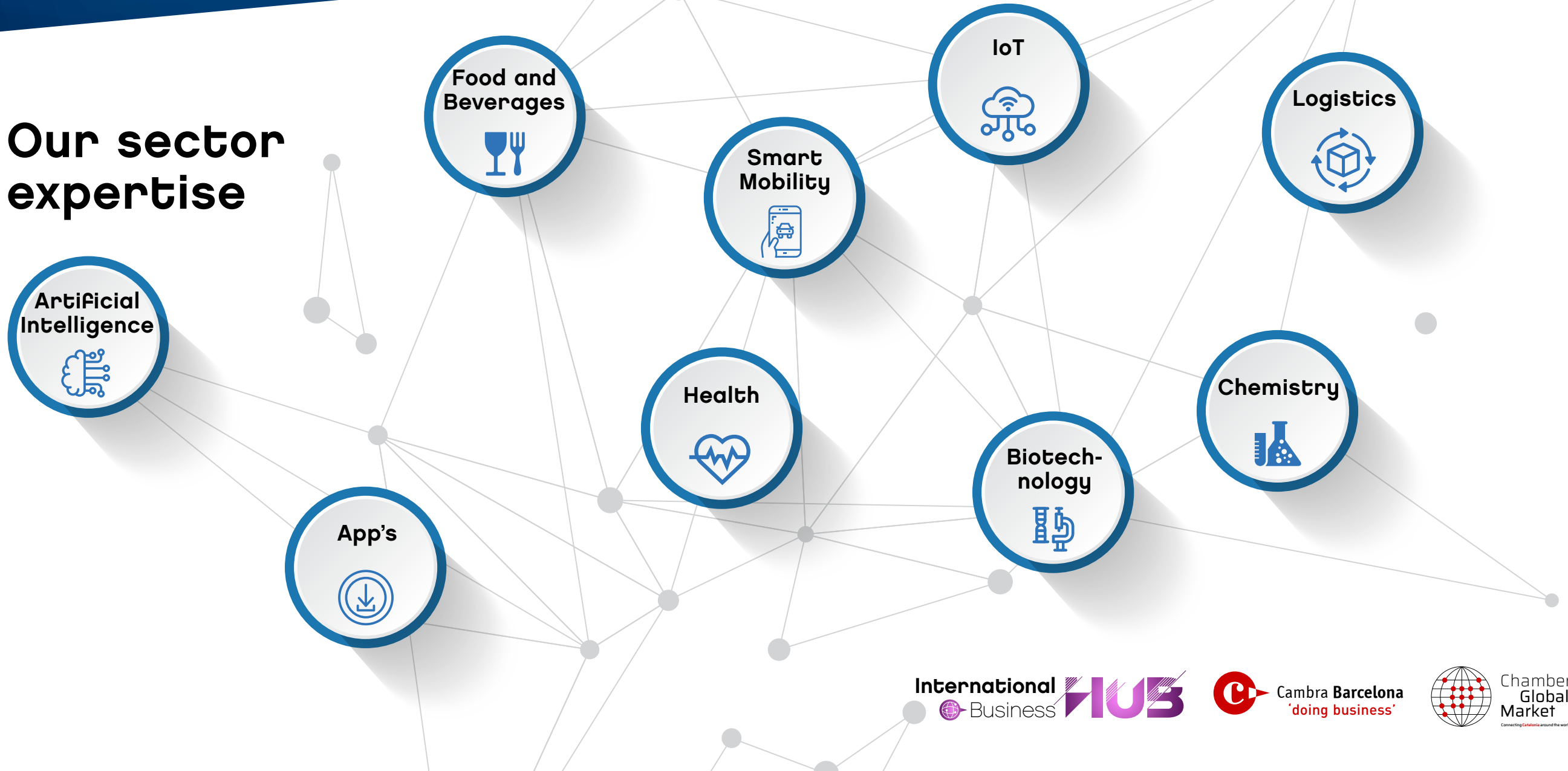
Institutional Networking

High-level contacts in a wide range of institutions. International Chambers Partnership in the EU (CCI), Commercial Ambassadors and ASCAME network, and the Mediterranean Chambers of Commerce Association.

Local

Local representation offices in the country (Barcelona, Madrid and Bilbao) and the rest of Europe.

Our sector expertise





Services & Portfolio

European Sales Office Support

The Barcelona Chamber of Commerce operates as your local sales force in the market, and supports you get the best deal.

Networking LAB room



Auditorium room



Coworking room



Our service portfolio covers:

- Search of potential distributors, agents, customers, clients
- Company representation: Contact and introduction of your company by phone, email or visit
- Dedicated telephone line and email address
- Support throughout the negotiation process
- Act as link between Spanish customers and your company both technically and commercially
- Support in trade fair attendance, exhibition booths and commercial promotion
- Rental of multiFunctional spaces and venues

Cloud room



- Webinars of initiation to internationalization
- Reorientation plans: market studies of target markets, sales introduction channels, competition, online positioning
- Advice on procedures and international trade
- Authorized Economic Operator (AEO)
- Personalized Business Agendas
- Mentoring program with experts in the target market

Services & Portfolio



Digital Market Entry

We make sure that you communicate online according to culture of European customers understanding, marketing, packaging, labeling and public relations.

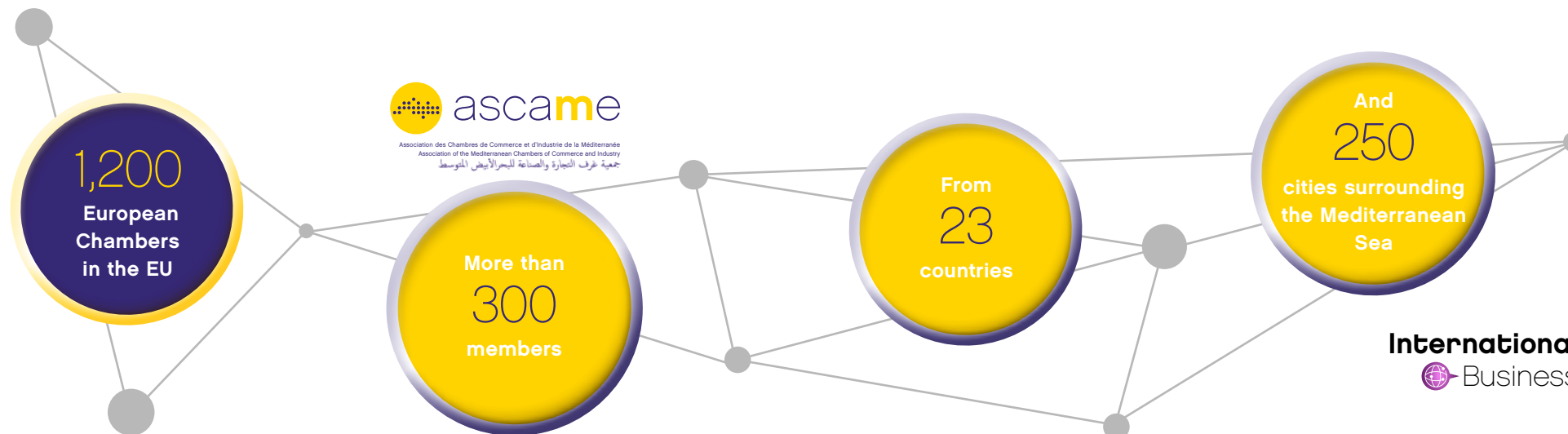
Our service portfolio covers:

- According to European standards, labelling, and packaging rules
- Design of your online marketing strategy tailored to local markets
- Set up and maintenance of your local digital marketing sites



Institutional Networking

Thanks to the prestige of the Barcelona Chamber of Commerce we connect you to a wide range of institutions: Port of Barcelona, Airports, Fira de Barcelona, Barcelona City Council, European Institutions, International Chamber of Commerce network, ASCAME.



Our service portFolio covers:

- Introducing your project to your partner of choice
- Organizing meetings with potential partners
- Arranging introductory meetings to introduce the project

Airport of Barcelona



Barcelona City Council



Port of Barcelona



Fira de Barcelona

LANDING

BARCELONA SALES
PLATFORM

Commercial Landing For Business

Contact us for a chat about
growing your business in and from
Barcelona to the European Union
and the Mediterranean

landing@cambrabcn.cat
cambrabcn.cat

