



# LLUIS ROVIRA

TRIARAN CONSULTING



## Bilateral Meetings

- 02.03.2015 Monday (11.00h - 13.05h)
- 02.03.2015 Monday (13.05h - 15.10h)
- 02.03.2015 Monday (15.10h - 18.05h)
- 03.03.2015 Tuesday (11.05h - 13.10h)
- 03.03.2015 Tuesday (13.10h - 15.15h)
- 03.03.2015 Tuesday (15.15h - 16.55h)
- 04.03.2015 Wednesday (11.05h - 13.10h)
- 04.03.2015 Wednesday (13.10h - 15.15h)
- 04.03.2015 Wednesday (15.15h - 16.55h)

## Description

Spanish and Andorra sales, marketing and social media developer.

We have more than 16 years of experience in the Spanish and Andorra IT market, working 10 years at Ingram Micro Spain, and for more than 6 years as a Triaran Consulting.

We develop your brand as a sales and marketing social media partner, for Spain and Andorra market.

The currently brands represented are: Akasa (quality technology products including coolers, heatsinks, fans thermal solutions and fanless cases), Urban Factory (fashion bags, smartphone accessories, sleeves for laptops computers, up to technical accesories for iPad tablets and computer), and Phone Fashion (customized phone cases), and we have also some local customers for web developing and digital signage services.

In the past 6 years we have also been working with: Oplink Connected, Emerson Network Power, Qgate, and others....

## SERVICES WE CAN OFER FOR YOUR BRAND:

1. Sales promotion for SPAIN, ANDORRA, PORTUGAL and some SOUTH AMERICAN IT DISTRIBUTIORS, doing calls, customer meetings, trainings and demo products (to distributors, and also if necessary to end user deals,...).
2. Target Customers: Big IT distributors as Ingram, Tech Data, online stores , Redcon, ..., retailers as Media Markt, FNAC, El Corte Ingles,..., telephony shops as Telecor, phone house, ....
3. Monthly visits to the direct sales IT distributors we do business, doing technical support to inside sales force team (for example we do this with Tech Data and Ingram Micro Spain) ,...
4. Stock and orders follow up for the local distributors.

5. Spanish pricelist, so we translate yours and adapt them to the Spanish Market.
6. Press: ask to specialized press magazines and online too to see MTT products, so they can put posts, send samples to them to test products,...
7. Translation website and most important catalogues.
8. Spanish YOUTUBE CHANNEL + TRANSLATION videos, we can put Spanish subtitles to your videos .....
9. Business cards: we can use your own Business card in my name, or I can put your logo in my business card so when I visit customers I can give them the business card with your logo too.
10. Logo in our WEBSITE + Youtube videos embedded in my website too and some product information.
11. [www.triaran.eu](http://www.triaran.eu)
12. E-mail Marketing: we manage e-mailings promotions with a professional tool ([www.mailrelay.com](http://www.mailrelay.com)) so we can track openings emails, hour, number of views,.....
13. Samples management: we send by courier samples to the customers, or go in person to show them.
14. If needed RMA management for defective products during the warrantee period: monthly report with a excel file to you of the RMA details. We can manage this direct to the Distributor or end user, so sending replacement products, with a small local product stock so we can replace to the end user or distributor fast. Or this service can also be done by the local IT distributor,..... but sometimes is good we can do it because customers may needs a urgent replacement, or the tariff of the distributor is high.

#### SPECIALIZED EXHIBITIONS:

- Possibility to help you in the specialized exhibitions:

Mobile World Congress in Barcelona: We can be in your booth all the week attending Spanish, Portugal and if needes south American Customers (Speak Spanish, Catalan, English and French.....).

Distree IT distribution event with one to one meeting, with a schedule meeting defined before the show: The most important events Distree Emea, Latam, Apac, Africa,.....

<http://www.distreevents.com>

(we have been 2 times at Distree Emea and Latam).

Melco: Spanish IT retail event

<http://www.melco2015.com/el-entorno-ideal-para-impulsar-tu-negocio/>

(we have been at 2 times at Melco Spain).

Medpi: EMEA IT retail event in Monaco.

<http://www.medpi.com/>

(we have been ther one time)

#### MARKETING MEDIA SERVICES WE CAN DO FOR YOUR BRAND:

- Local video product advertising.
- Quality photo products.

- Translation services for Videos, websites, catalogs...
- Local print marketing materials...
- Local websites.
- All the social media services.
- Spanish twitter, facebook management for the brand...

Organization Type

Consultant

Organization Size

1-10

LinkedIn

[https://www.linkedin.com/profile/view?id=57282908&trk=nav\\_responsive\\_tab\\_profile](https://www.linkedin.com/profile/view?id=57282908&trk=nav_responsive_tab_profile)

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Areas of Activities

## **HARDWARE**

1. Batteries
2. Bluetooth accessories
3. Location technologies and services
4. M2M
5. Mobile devices accessories
6. Mobile devices
7. Mobile multimedia devices

## **SOFTWARE/INTERNET**

1. Application development
2. Content management
3. CRM system
4. Data analysis
5. Data compression
6. Messaging
7. Mobile browsers
8. Mobile entertainment
9. Mobile security systems
10. Mobile social networking
11. MobileTV
12. Network operating software

## 13. VOIP Systems

### **SERVICES/OTHERS**

#### 1. Mobile advertising and marketing

Request

#### **Brands who want to enter Spanish and/or Andorra market**

We develop the brand in the Spanin and/or Andorra Market.

Keywords: investment distribution sales representative

Cooperation Requested

1. Other
2. Investment/Financing
3. Sales / Distribution
4. License agreement
5. Outsourcing co-operation

Offer

#### **LLAR DIGITAL Media services.**

Marketing media services.

- Local video product advertising.
- Quality foto products.
- Translation services for Videos, websites, catalogs...
- Local print marketing materials...
- Local websites.
- All the social media services.
- Spanish twitter, facebook management for the brand...

Keywords: social media photo video facebook twitter website translations translation spanish translations

Cooperation Offered

1. Other
2. Sales / Distribution
3. Technical co-operation
4. Outsourcing co-operation

Cooperation Requested

1. Other
2. Investment/Financing
3. Sales / Distribution
4. Technical co-operation
5. Outsourcing co-operation

Offer

## **Spanish and Andorra sales, marketing and social media developer.**

Spanish and Andorra sales, marketing and social media developer.

- Sales promotion for SPAIN, ANDORRA, PORTUGAL and some SOUTH AMERICAN IT DISTRIBUTORS, doing calls, customer meetings, trainings and demo products (to distributors, and also if necessary to end user deals,...).
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  - Monthly or weekly visits (depending on the customer of course) to the direct sales IT distributors we do business for Example Ingram Micro (that I visit every month or week) so I can do sales training and technical support to inside sales force team (to Tech Data), ....
  - Stock and orders follow up for the local distributors.
  - Spanish pricelist, so I translate yours and adapt them to the Spanish Market.
  - Press: ask to specialized press magazines and online too to see MTT products, so they can put posts, send samples to them to test products,....
  - Translation website and most important catalogues (of course something realistic, if I have to translate 1.000 pages then we have to talk about extra costs because I would need help from external people for timing...).
  - Spanish YOUTUBE CHANNEL + TRANSLATION videos, I can put Spanish subtitles to your videos .....
  - Business cards: I can use your own Business card in my name, or I can put your logo in my business card so when I visit customers I can give them the business card with your logo too.
  - Logo in my WEBSITE + Youtube videos embedded in my website too and some product information.
- [www.triaran.eu](http://www.triaran.eu)
- E-mail Marketing: I manage e-mailings promotions with a professional tool ([www.mailrelay.com](http://www.mailrelay.com)) so we can track openings emails, hour, number of views,.....
  - Samples management: I can send by courier samples to the customers, or go in person to show them.
  - If needed RMA management for defective products during the warranty period: monthly report with a excel file to you of the RMA details. I can manage this direct to the Distributor or end user, so sending replacement products, with a small local product stock so we can replace to the end user or distributor fast. Or this service can also be done by the local IT distributor,..... but sometimes is good I can do it because customers may needs a urgent replacement, or the tariff of the distributor is high.

**Keywords:** it market sales developer sales marketing distributor spain andorra app social media video translations photo agent sales agent launch portugal

**Cooperation Offered**

1. Outsourcing co-operation
2. Technical co-operation
3. Sales / Distribution
4. Other

**Cooperation Requested**

1. Sales / Distribution
2. Investment/Financing
3. Other