

Company Profile

YOUR EXPORT MANAGER  
**YEM** 

[www.yem-int.com](http://www.yem-int.com)

“  
The fastest and most  
sustainable way to sell your  
products in Southeast Asia.  
”

— YEM

# About Us

We are an established and unique company with successful strategies to help our clients penetrate new markets, increase export activities and forge business relationships in Southeast Asia.



**Local know-how  
and expertise**



**Reliable  
organizational  
infrastructure**



**Knowledgeable  
team**



**Customer  
engagement**



**Tangible  
results**

# How does a Shared Export Manager work?



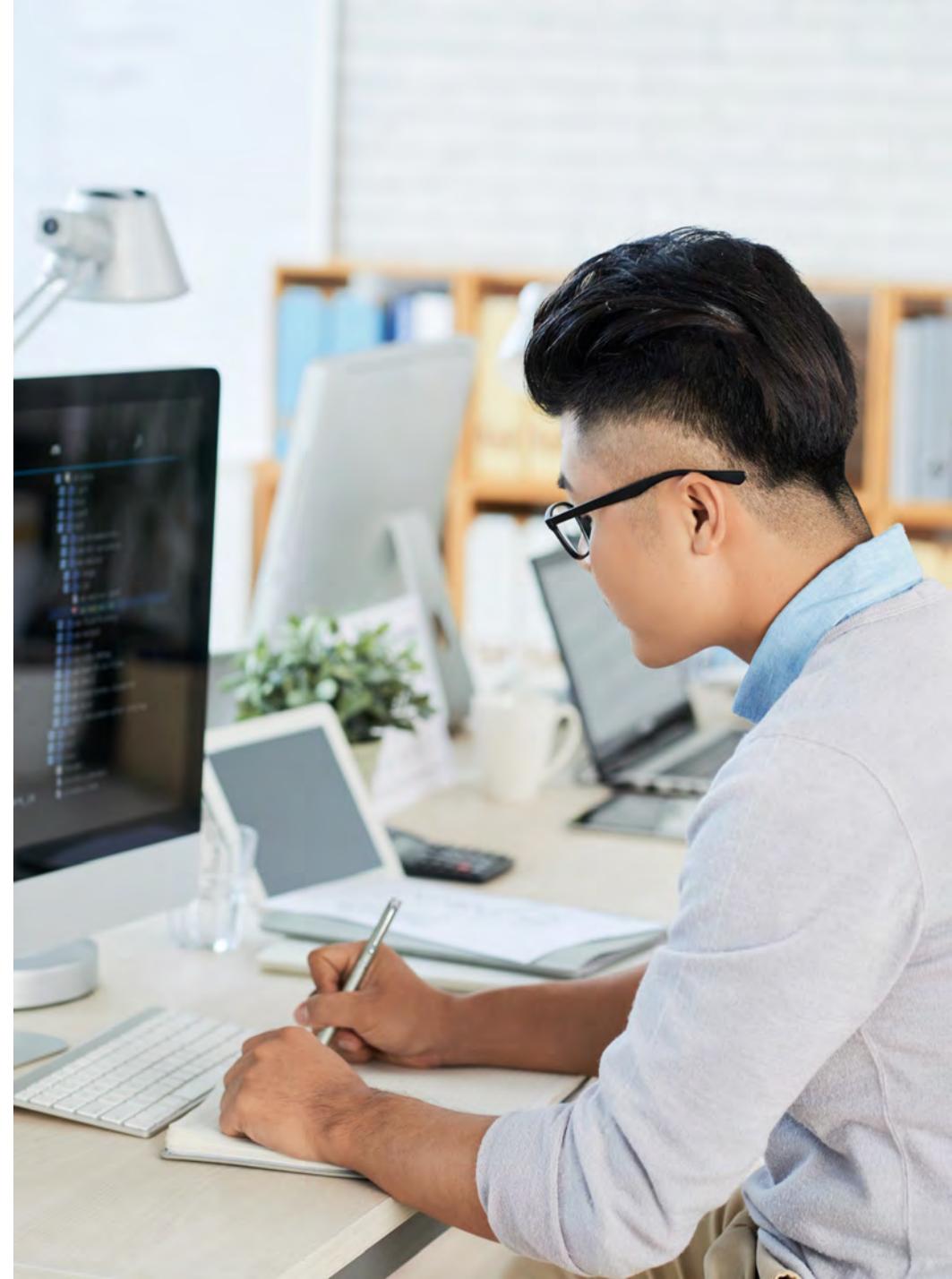
# Our services

- We carry out Marketing and Sales activities in existing and potential markets in Southeast Asia;
- We operate in the following countries: Cambodia, Brunei, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam;
- We target companies via our constantly growing CRM - filled with Prospects, Contacts and Leads of all the industries we cover;
- We search, contact, interview and follow-up with potential customers from the first stage of the sales cycle until the procurement of sample orders and formal orders;
- We develop new commercial contacts in relevant areas identified by the client or proposed directly by YEM's team members;
- We organise and execute sales missions on a daily basis from our offices in Singapore, Vietnam, Malaysia, Indonesia, Philippines, and Thailand. This way, we are able to carry out over 500 meetings and manage over 2000 potential sales opportunities every month.
- We manage client relationships through a tailor-made Zoho CRM and Zoho Analytics;



# Our services

- We execute our business activities through a full-time team locally based in Singapore, as well as dedicated COOs & Country Managers located in Indonesia, Philippines, Thailand, Malaysia, and Vietnam, with extensive experience in the industry;
- We offer on-site Pre & After sales support for those operations where we have our branches (Singapore, Vietnam, Thailand, Philippines, Malaysia, and Indonesia); and remote technical support in other countries of Southeast Asia led by our CTO;
- We forge business relationships between new customers and manufacturers;
- We consolidate efforts via marketing and communication initiatives and strategies;
- We send monthly reports to clients with details on our latest commercial activities generated via CRM;
- We offer our support during video calls for customer's technical and commercial training;
- We require a monthly fee to cover operative costs as well as commission on all achieved sales.



— YEM

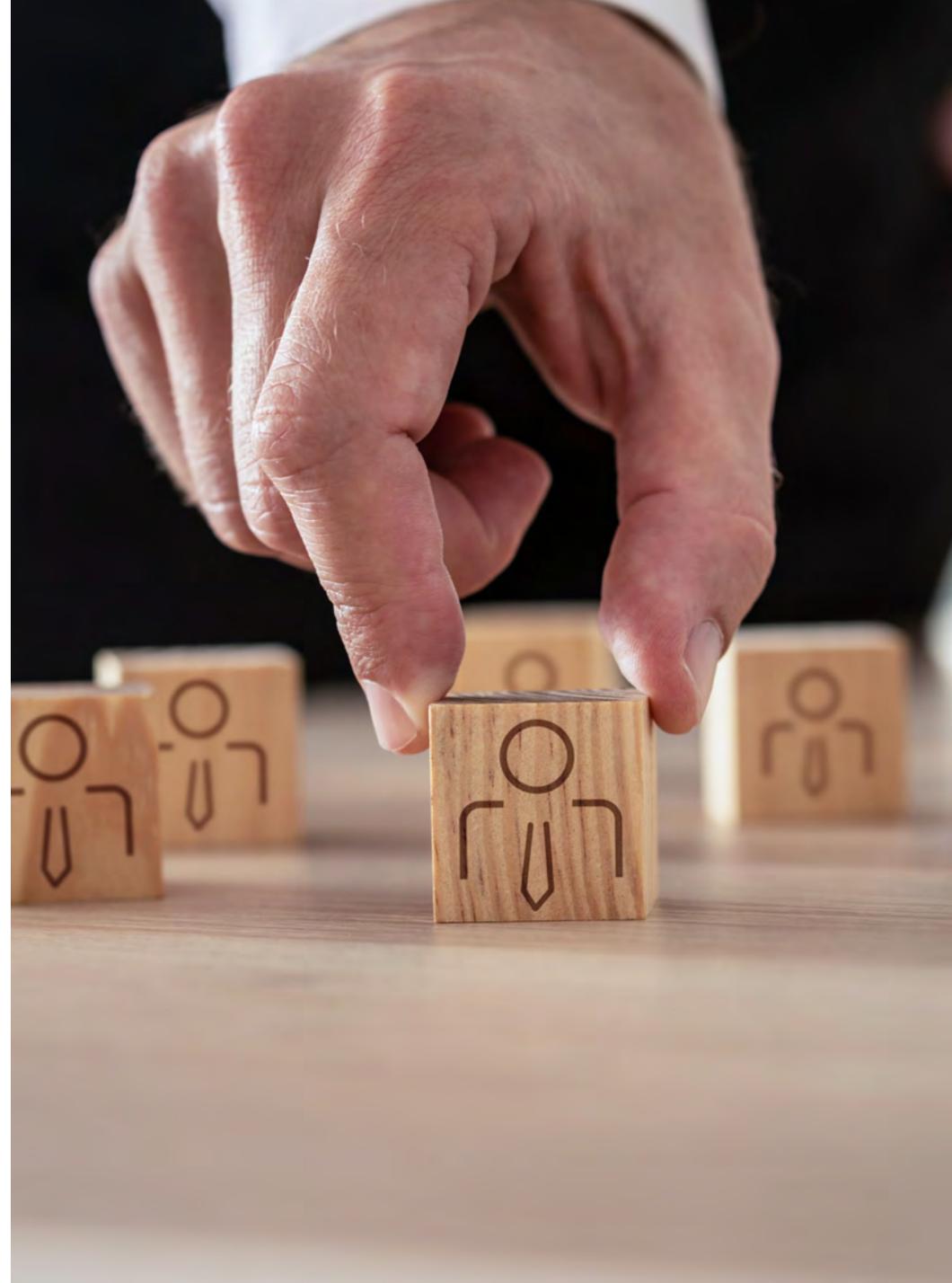
# Talent Advisory and Solutions Services

At YEM, we are passionate about helping our clients exceed their potential and future-proofing their businesses by outsourcing to us the HR processes and management of the workforce.

**Our global talent solutions are delivered in two separate ways to provide tailored services:**

We offer our own team of experts, which has a deep understanding and experience in local contexts.

Along with that, we are offering individual employability solutions to have employees who are managed directly from the HQs.



# Production of corporate videos

People remember pictures better than text. Therefore, videos are an excellent way to explain your product range and benefits, and inform leads about what your brand has to offer.

Our Digital Media Marketing team, composed by experts in Graphic Design, Video Editing, and Communication, works autonomously to create a corporate introduction and catalogue for you in video format, introducing your range of products and solutions, relevant content and technological news, while making sure it's seen by the right people.

We always include a Call to Action to generate clicks and direct the reader towards your own website for further development of the business relationship.

Additionally, we create corporate videos for distributors and system integrators to better showcase your solutions in their local markets. This leads to higher visibility, better customer reception, and most importantly, a marked increase in overall sales for every party involved.

We take care of each step of the production process:



Script writing



Voice-over recording and editing

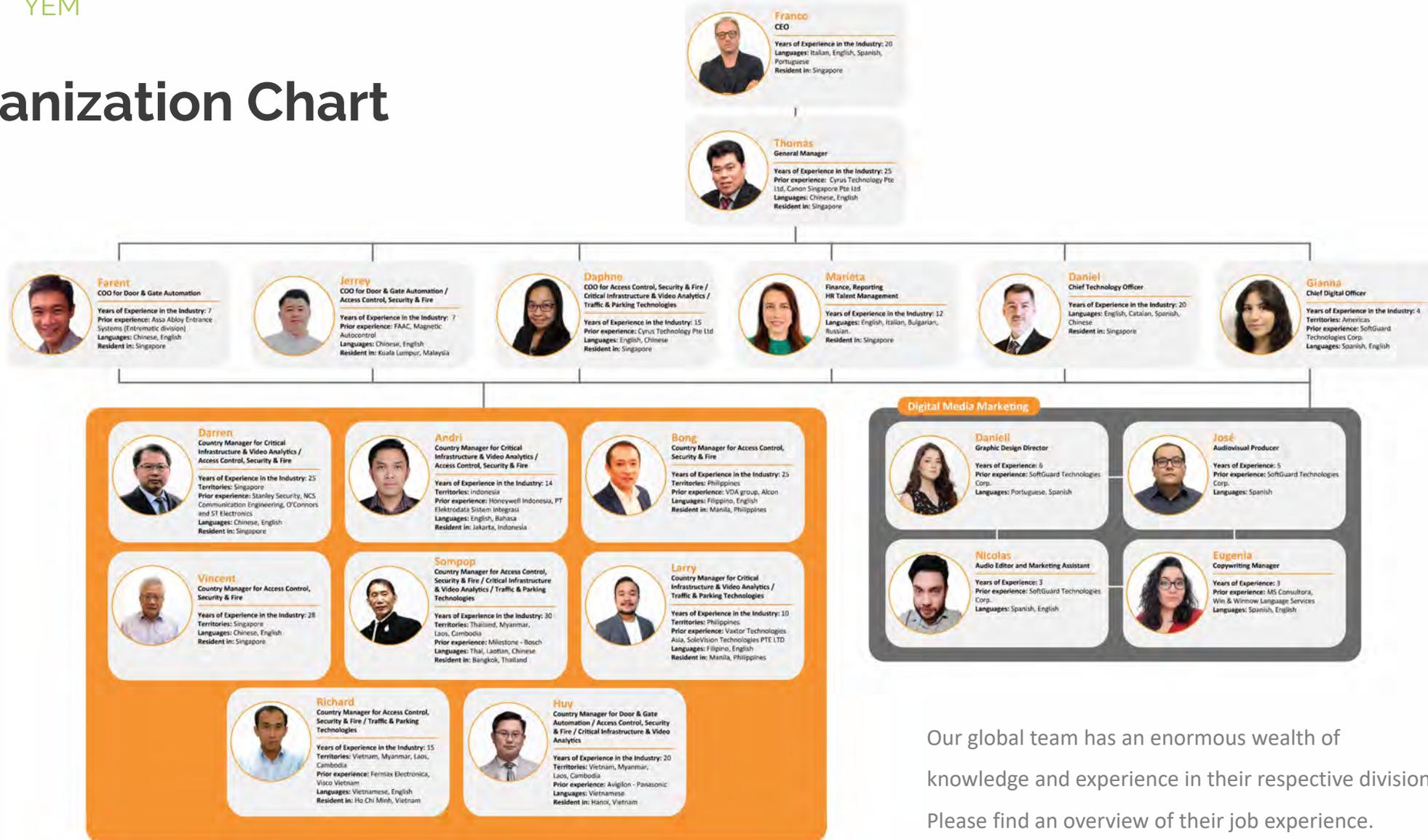


Graphic material selection



Video footage compiling (this includes on-screen text, transitions, and sound)

# Organization Chart



Our global team has an enormous wealth of knowledge and experience in their respective divisions. Please find an overview of their job experience.

# Our branches



# Broaden Your Business Reach with YEM - Your Export Manager.

Thank You

YOUR EXPORT MANAGER



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