

International Trade Events 2018/19

Please see below list of upcoming Scottish Enterprise international events. All events can be booked via [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events) or by calling 0845 607 8787 or email: [international@scotent.co.uk](mailto:international@scotent.co.uk)

**EVENTS & WORKSHOPS**

**01 MARCH 2019**

[Great British Design – Hong Kong 2019](https://www.eventbrite.co.uk/e/great-british-design-hong-kong-2019-tickets-56551552215?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.69135441.1906421138.1550749907-1726270822.1547719824)

**GLASGOW - Radisson Blu Hotel,301 Argyle Street, Glasgow G2 8DL**

**Time: 0930 - 1300**

**Overview:** Join us on our roadshow as we embark on the journey to Hong Kong’s Business of Design Week (BODW) 2019. We are looking for exceptional UK designers, design companies and education institutions to be a part of this showcase.

**04 MARCH 2019**

[Emarketplaces – Making it happen Internationally](https://www.eventbrite.co.uk/e/emarketplaces-making-it-happen-internationally-tickets-55503714103?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.7111282.1906421138.1550749907-1726270822.1547719824)

**GLASGOW- Scottish Enterprise Glasgow, Atrium Court, 50 Waterloo Street, Glasgow G2 6HQ**

**Time: 0930 - 1300**

**Overview:** Globally, over 400 e-Marketplaces operate in a variety of geographic and sector marketplaces online. Get guidance and advice to come up with a strategy for engaging with relevant e-Marketplaces.

**05 MARCH 2019**

[Export Bootcamp for Service companies](https://www.eventbrite.co.uk/e/export-bootcamp-for-service-companies-tickets-51190524236?aff=ebapi?_eboga=false)

**ALLOA - Alloa Business Centre, Whins Road, Alloa, Clackmannanshire FK10 3SR**

**Time: 0900 - 1700**

**Overview:** Sign up for our one-day export bootcamp to learn the essentials of international trade. This fast-paced programme will give you the insights and inspiration needed to produce a robust export plan to drive your company’s growth in 2018 and beyond.



International Trade Events 2018/19

**06 MARCH 2019**

[Brexit: Where next for your business](https://www.eventbrite.co.uk/e/brexit-where-next-for-your-business-tickets-55899769716?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.5603827.1906421138.1550749907-1726270822.1547719824)?

**GLASGOW- Scottish Enterprise Glasgow, Atrium Court, 50 Waterloo Street, Glasgow G2 6HQ**

**Time: 1130 – 1500**

**Overview:** How will Brexit impact various business sectors? Get expert tips on on how to face each of them.This event will cover the impact of Brexit on EU trade, wider implications on international trade, as well as tools to help you with planning and preparation.

**06 MARCH 2019**

[**Offshore Wind – International Opportunities**](https://www.eventbrite.co.uk/e/offshore-wind-scotland-international-opportunities-tickets-55407222494?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.131434575.1906421138.1550749907-1726270822.1547719824)[**Evening Networking Session**](https://www.eventbrite.co.uk/e/offshore-wind-scotland-evening-networking-reception-tickets-55407911555?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.266313935.1906421138.1550749907-1726270822.1547719824)

**GLASGOW - DoubleTree by Hilton Hotel Glasgow Central, 36 Cambridge St, Glasgow G2 3HN**

**Time: 1300 – 1800, 1800 - 2000**

**Overview:** This event is for Scottish based businesses looking to internationalise in the Offshore Wind sector. This session will provide an insight to global opportunities and connect your organisation with support mechanisms to reach new markets. Please join Scottish Development International and Scottish Enteprise for an early evening of relaxed networking with drinks and canapes. It will provide the ideal opportunity to network with companies within the offshore wind sector.

**11 MARCH 2019**

[**Introduction to developing your international tourism markets for Ayrshire**](https://www.eventbrite.co.uk/e/introduction-to-developing-your-international-tourism-markets-for-ayrshire-businesses-tickets-54750038840?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.60638701.1906421138.1550749907-1726270822.1547719824)

**KILMARNOCK - Scottish Enterprise, 17/19 Hill Street, Kilmarnock KA3 1HA**

**Time: 0930 - 1600**

**Overview:** New todeveloping your international Tourism markets? Scottish Development International, in partnership with Visit Scotland, are hosting an introductory workshop designed specifically for tourism businesses in the Ayrshire area



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**11 MARCH 2019**

[**Brexit – Where next for your business?**](https://www.eventbrite.co.uk/e/brexit-where-next-for-your-business-tickets-55898845953?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.170388832.1906421138.1550749907-1726270822.1547719824)

**EDINBURGH - Scottish Enterprise Edinburgh, Apex House, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Time: 0930 - 1300**

**Overview:** How will Brexit impact various business sectors? Get expert tips on on how to face each of them.This event will cover the impact of Brexit on EU trade, wider implications on international trade, as well as tools to help you with planning and preparation.

**12 MARCH 2019**

[Selling on Amazon](https://www.eventbrite.co.uk/e/selling-on-amazon-tickets-55900185961?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.173975907.1906421138.1550749907-1726270822.1547719824)

**GLASGOW - Scottish Enterprise, Atrium Court, 50 Waterloo Street, Glasgow G2 6HQ**

**Time: 1000 - 1330**

**Overview:** Amazon is the largest e-commerce site in the world, but did you know that over half of its sales are made by small independent businesses. This vast online marketplace provides a structured selling framework and presents an unrivalled opportunity for sellers to reach a wide range of customers - in the UK and overseas.

**13 MARCH 2019**

[Emarketplaces – Making it happen internationally](https://www.eventbrite.co.uk/e/emarketplaces-making-it-happen-internationally-tickets-50904464624?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.165535871.1906421138.1550749907-1726270822.1547719824)

**FALKIRK - Falkirk Stadium, 4 Stadium Way, Falkirk FK2 9EE**

**Time: 0930 - 1300**

Overview: Globally, over 400 e-Marketplaces operate in a variety of geographic and sector marketplaces online. Get guidance and advice to come up with a strategy for engaging with relevant e-Marketplaces.

**18 MARCH 2019**

[BREXIT – Where next for your business?](https://www.eventbrite.co.uk/e/brexit-where-next-for-your-business-tickets-55898286279?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.65308014.1906421138.1550749907-1726270822.1547719824)

**GLASGOW -** **Scottish Enterprise Glasgow, Atrium Court, 50 Waterloo Street, Glasgow G2**

**Time: 0930 - 1300**

**Overview:** How will Brexit impact various business sectors? Get expert tips on on how to face each of them.

This event will cover the impact of Brexit on EU trade, wider implications on international trade, as well as tools to help you with planning and preparation.



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**19 MARCH 2019**

[Emarketplaces – Making it happen internationally](https://www.eventbrite.co.uk/e/emarketplaces-making-it-happen-internationally-tickets-55901791764?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.170782048.1906421138.1550749907-1726270822.1547719824)

**EDINBURGH -** **Scottish Enterprise, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Time: 0930 - 1300**

**Overview:** Globally, over 400 e-Marketplaces operate in a variety of geographic and sector marketplaces online. Get guidance and advice to come up with a strategy for engaging with relevant e-Marketplaces.

**20 & 27 MARCH 2019**

[Workshop for companies with a product new to trading internationally](https://www.eventbrite.co.uk/e/workshop-for-companies-with-a-product-new-to-trading-internationally-tickets-55902643311?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.131032527.1906421138.1550749907-1726270822.1547719824)

**GLASGOW – Scottish Enterprise Glasgow, Atrium Court, 50 Waterloo Street, Glasgow G2 Time: 0930 - 1600**

**Overview:** Are you a business who would like to start exporting? Get ready to grow your business abroad with our help.

Scottish Development International in partnership with Lothian Chambers and Business Gateway are hosting an introductory export workshop in Edinburgh on the 20 March and 27 March 2019.

**27 MARCH 2019**

[Selling on Amazon](https://www.eventbrite.co.uk/e/selling-on-amazon-tickets-55900501906?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.169339233.1906421138.1550749907-1726270822.1547719824)

**EDINBURGH** - **Scottish Enterprise, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Time: 1000 - 1330**

**Overview:** Amazon is the largest e-commerce site in the world, but did you know that over half of its sales are made by small independent businesses. This vast online marketplace provides a structured selling framework and presents an unrivalled opportunity for sellers to reach a wide range of customers - in the UK and overseas.

**24 APRIL 2019**

[Brexit – where next for your business?](https://www.eventbrite.co.uk/e/brexit-where-next-for-your-business-tickets-53339132782?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.80187927.1252579512.1547719824-1726270822.1547719824)

**DUNDEE – Carnoustie Golf Hotel & Spa, Links Parade, Carnoustie DD7 7JE**

**Time: 0930 – 1200**

**Overview:** How will Brexit impact various business sectors? Get expert tips on on how to face each of them.This event will cover the impact of Brexit on EU trade, wider implications on international trade, as well as tools to help you with planning and preparation.



International Trade Events 2018/19

**30 APRIL 2019**

[How to trade on emarketplaces: Amazon marketplace](https://www.eventbrite.co.uk/e/how-to-trade-on-emarketplaces-amazon-marketplace-tickets-50905173745?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.161925244.1906421138.1550749907-1726270822.1547719824)

**ALLOA - Alloa Business Centre, Whins Road, Alloa FK10 3RF**

**Time: 0930 - 1300**

**Overview:** Learn how to sell more effectively internationally using Amazon Marketplace. Globally, over 400 e-Marketplaces operate in a variety of geographic and sector marketplaces online. Get guidance and advice on developing a strategy for engaging with relevant e-Marketplaces.

**14 MAY 2019**

[Export Bootcamp](https://www.eventbrite.co.uk/e/export-bootcamp-tickets-53100480968?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.118379017.1252579512.1547719824-1726270822.1547719824)

**PERTH – Perth Chamber of Commerce | 3 Whitefriars Crescent | PH2 0PA**

**Time: 0900 - 1700**

**Overview:** Learn how to reach international markets with confidence and get practical know-how on international market opportunities, routes to market and international finance, contracts and logistics.

**16 & 23 MAY 2019**

[Export Bootcamp – Product based companies new to trading internationally](https://www.eventbrite.co.uk/e/export-bootcamp-product-based-companies-new-to-trading-internationally-tickets-56324284451?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.6659698.1906421138.1550749907-1726270822.1547719824)

**GLASGOW – Scottish Enterprise Glasgow, Atrium Court, 50 Waterloo Street, Glasgow G2**

**Time: 0930 - 1630**

**Overview:** Are you a business who would like to start exporting? Get ready to grow your business abroad with our help. Scottish Development International in partnership with Business Gateway are hosting an introductory Product Export Bootcamp in Glasgow on the 16th and 23rd May 2019.

**11 JUNE 2019**

[International Ecommerce Workshop: Attracting international customers using SEO and social media](https://www.eventbrite.co.uk/e/international-ecommerce-attracting-international-customers-using-seo-and-social-media-tickets-53101097813?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.165989758.1906421138.1550749907-1726270822.1547719824)

**Perth – Perth Chamber of Commerce | 3 Whitefriars Crescent | PH2 0PA**

**Time: 0930 - 1230**

**Overview:** International SEO (Search engine optimisation) and social media workshop will cover Customers online with international digital marketing. It will cover how to use the most effective internationally.



International Trade Events 2018/19

**04 MARCH 2019**

Opportunities in Telangana (India)

**DUNDEE - Scottish Enterprise - Conference Room, Enterprise House, 3 Greenmarket, Dundee DD1 4QB**

**Time:** 1200 - 1430

**Overview:** Scottish Development International invites you to participate in an interactive roundtable discussion with Mr. Jayesh Ranjan, Principal Secretary for Commerce, Industries & IT, Government of Telangana (India), to explore opportunities in Telangana - one of India's most progressive states which has being ranked 2nd in Ease of Doing Business in India. To register to attend RSVP: Uzair.Syed@scotent.co.uk.

**06 MARCH 2019**

India Med-tech Opportunities Roundtable

**EDINBURGH - Hilton Carlton, 19 North Bridge, Edinburgh, Lothian, EH1 1SD**

**Time:** 1200 - 1330

Overview: Scottish Development International invites you to a Roundtable Discussion on Opportunities in the Indian Medical Technology Sector. You will have the opportunity to learn about opportunities in the Indian medical technology sector, interact with India market specialist Uzair Syed and life science sector specialist Uma Patil. To register to attend RSVP: [Uzair.Syed@scotent.co.uk](mailto:Uzair.Syed@scotent.co.uk).

**12 MARCH 2019**India Technology Opportunities Masterclass & Networking with Indian Tech Companies

**EDINBURGH - Scottish Enterprise - Apex House, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Overview:** Scottish Development International invites you to the India Technology Masterclass and Networking Opportunity with Indian Technology Companies. You will have the opportunity to learn about India's vibrant technology sector, its impact on the Indian economy and opportunities this creates for Scottish tech companies to collaborate, co-create & co-innovate.

To register to attend RSVP: [Uzair.Syed@scotent.co.uk](mailto:Uzair.Syed@scotent.co.uk).



Partner Event

**24 APRIL 2019**

[Doing Business in the USA marketplace](https://www.eventbrite.com/e/doing-business-in-the-usa-marketplace-tickets-56990810047?aff=eivtefrnd)

**EDINBURGH - RSM EDINBURGH 139 Fountainbridge #First Floor Edinburgh EH3 9QG**

**Time: 0830 - 1430**

**Overview:** Meet USA trade experts for a 'whistle-stop' tour of Scotland's top export destination. Discover which States offer the best opportunities for your products and services. Plus, get practical tips and guidance to help you set up, grow and develop your business.



International Trade Events 2018/19

**MARKET VISITS**

**18 MARCH – 22 MARCH**

[Multi Sector Market Visit to Norway and Finland](https://www.scottish-enterprise.com/learning-zone/events/market-visit-to-the-nordics)

**NORWAY AND FINLAND**

**Time:** 5 day market visit to Norway and Finland

**Overview:** The visit will give an introduction to doing business in Norway and Finland and is part of the starter market programme aimed at non, new and early stage exporters.

We expect the visits will give the companies the necessary market knowledge, technical expertise and confidence to actively plan to revisit the market on their own accord and with continued support from

SDI. A Market Awareness on Scandanavia will take place on Tuesday 4th December in the Mercure Hotel, Aberdeen.

Contact: Anastasia.charalampidou@scotent.co.uk

**11 JUNE – 14 JUNE**

[Multi Sector Market Visit to Switzerland](https://www.scottish-enterprise.com/learning-zone/events/market-visit-to-switzerland)

**SWITZERLAND**

**Overview:** The visit will give an introduction to doing business in Switzerland and is part of the starter market programme aimed at non, new and early stage exporters.

We expect the visits will give the companies the necessary market knowledge, technical expertise and confidence to actively plan to revisit the market on their own accord and with continued support from SDI. A Market Awareness on Switzerland will take place in February.

Contact: [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk)

Forthcoming multi sector market visits include: Canada, Benelux, France, Poland, Ireland and USA.

Contact [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk) or [Anastasia.charalampidou@scotent.co.uk](mailto:Anastasia.charalampidou@scotent.co.uk) for more information.



International Trade Events 2018/19

**EXHIBITIONS**

**07 MAY – 09 MAY**

[Exhibit at Seafood Expo Global 2019](https://www.scottish-enterprise.com/learning-zone/events/seafood-expo-global-2019)

**BRUSSELS**

**Overview:** Following the huge success of Seafood Expo Global 2018 in Brussels, Scottish Development International (SDI) in partnership with Seafood Scotland are again providing the opportunity for Scottish seafood companies to be part of the Scottish pavilion at Seafood Expo Global 2019 which runs 7 to 9 May 2019.

Contact: John.carlill@scotent.co.uk

**18 MARCH – 22 MARCH**

[Game Developer Scotland 2019](https://www.scottish-enterprise.com/learning-zone/events/game-developer-conference-2019)

**SAN FRANCISCO**

**Overview:** The Game Developer Conference 2019 (GDC) is the world's largest professional game industry event, with 5 days of learning, inspiration, and networking. The event runs from Monday 18 March to Friday 22 March at the Moscone Convention Centre in San Francisco.

Contact: [Mark.hannah@scotent.co.uk](mailto:Mark.hannah@scotent.co.uk)

**03 JUNE – 06 JUNE**

[BIO2019](https://www.scottish-enterprise.com/learning-zone/events/bio-2019)

**PHILIDELPHIA**

**Overview:** Scottish Development International will host a **Scottish Pavilion at *BIO* 2019**

BIO is the World’s largest event for the Biotechnology industry, regularly attracting over 16,500 delegates and 1800 exhibitors from over 70 countries.

It is the largest partnering conference in the World, and in 2018 hosted 47,000 individual partnering meetings. Recruitment will commence over the coming weeks in the meantime, to discuss further please contact [connie.ness@scotent.co.uk](mailto:connie.ness@scotent.co.uk)



International Trade Events 2018/19

**HIE EVENTS**

For further information please refer to: <http://hie.co.uk/internationaltrade>

**Export Advisers**

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| --- | --- |
|  |  |
| Jane Milroy | [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk) |
| Stephanie Rennie | [stephanie.rennie@scotent.co.uk](mailto:stephanie.rennie@scotent.co.uk) |
| Gail MacIntyre | [Gail.MacIntyre@scotent.co.uk](mailto:Gail.MacIntyre@scotent.co.uk) |
| Fiona Glasgow | [fiona.glasgow@scotent.co.uk](mailto:fiona.glasgow@scotent.co.uk) |
| Rosie Letts | [Rosie.Letts@scotent.co.uk](mailto:Rosie.Letts@scotent.co.uk) |
| Alastair Kennedy | [alastair.t.kennedy@scotent.co.uk](mailto:alastair.t.kennedy@scotent.co.uk) |
| Neil Fraser | [neil.fraser1@scotent.co.uk](mailto:neil.fraser1@scotent.co.uk) |
| Smart Masoni | [Smart.Masoni@scotent.co.uk](mailto:Smart.Masoni@scotent.co.uk) |
| Isabelle Henderson | [Isabelle.Henderson@scotent.co.uk](mailto:Isabelle.Henderson@scotent.co.uk) |
| Stewart Miller | [Stewart.Miller@scotent.co.uk](mailto:Stewart.Miller@scotent.co.uk) |
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**KEY CONTACTS**

|  |  |
| --- | --- |
| **Trade & Investment Regional Focus** | **Trade Services** |
| Edinburgh City Region, West Lothian, Mid & East Lothian | [Anastasia.charalampidou@scotent.co.uk](mailto:Anastasia.charalampidou@scotent.co.uk) |
| Glasgow | [Karen.mcleod@scotent.co.uk](mailto:Karen.mcleod@scotent.co.uk) |
| Dunbartonshire | [Karen.mcleod@scotent.co.uk](mailto:Karen.mcleod@scotent.co.uk) |
| Renfrewshire | [Karen.mcleod@scotent.co.uk](mailto:Karen.mcleod@scotent.co.uk) |
| Tay City Region | [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk) |
| Fife | [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk) |
| South of Scotland-Dumfries & Galloway, Scottish Borders | [Lynn.grieve@scotent.co.uk](mailto:Lynn.grieve@scotent.co.uk) |
| Aberdeen City Region & Aberdeenshire | [Carl.gardiner@scotent.co.uk](mailto:Carl.gardiner@scotent.co.uk) |
| Ayrshire Growth – East, South & North | [Lynn.grieve@scotent.co.uk](mailto:Lynn.grieve@scotent.co.uk) |
| Falkirk, Stirling & Clackmannanshire | [Carl.gardiner@scotent.co.uk](mailto:Carl.gardiner@scotent.co.uk) |

**Please see above your key contact from the Trade Services who would be happy to discuss the potential for a joint local trade programme**

**EXPORT SERVICES**

All export services can be accessed via the doing business outside of Scotland section of the site: [www.scottish-enterprise.com/international](http://www.scottish-enterprise.com/international)

Events: [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events)

ExportSavvy (online tool): [www.exportsavvy.co.uk/scotland/web](http://www.exportsavvy.co.uk/scotland/web)

Brexit: <https://www.prepareforbrexit.scot/>

All events can be booked via [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events) or by calling 0845 607 8787 or email: international@scotent.co.uk