



# Corporate

## Description

The ideal driving force for this program is a large corporation looking to diversify its supply chain and explore opportunities to purchase or invest in innovative SMEs. Must have experience in onboarding new suppliers, commitment to regional development, and ability to participate in virtual speed dating sessions, with clear objectives of strategic collaboration to foster joint growth.

## This profile should include

- **Interest in Innovation and Supplier Diversification**

The company should be interested in exploring new opportunities for collaboration and diversification of its supply chain, looking for innovative suppliers that can offer fresh solutions adapted to its needs.

- **Commitment to Regional Development**

You must have previous mentoring or teaching experience, with a demonstrated ability to provide constructive and personalized feedback that drives SME growth.

- **Investment or Acquisition Capacity**

You must have in-depth and up-to-date knowledge about the trends, challenges and opportunities of the industrial sector that SMEs wish to enter, in order to offer practical and relevant advice.

- **Clear Purchase or Investment Objectives**

You must have a strong network of contacts in the industry and access to resources that may be beneficial to participants, facilitating additional connections and opportunities.

- **Supplier Integration Experience**

Must possess exceptional skills to deliver training and mentoring in a virtual environment, using digital tools effectively to facilitate communication and interactive learning.

- **Virtual Collaboration Skills**

It should be focused on helping SMEs achieve tangible results, offering practical solutions and specific strategies that can be applied to real situations.

This profile ensures that the participating tractor companies or corporations are prepared to make the most of the program's opportunities, fostering strong and mutually beneficial business relationships with participating SMEs.