

Selection Notice n. 0103625/24 del 20/09/2024

## RECRUITMENT OF 2 ASSISTANT TRADE ANALYSTS

### EXAM TOPICS

- **Macro-economic, market, and foreign trade data of Nigeria:** Economic trends (Gdp, Inflation rate etc..), Nigerian import and export (volume and main partners 2023 data), Nigerian economic structure, commercial relation between Nigeria, Italy and main partners (<https://nigerianstat.gov.ng/> - <https://comtradeplus.un.org/> )
- **Macro-economic, market, and foreign trade data of Italy:** (main sector of export and import (<https://www.istat.it/en/statistical-themes/economy/external-trade/> - [www.ice.it](http://www.ice.it) ) Macro-economic data (<https://www.istat.it/en/> )
- **Main Italian private and public institutions supporting Italian companies in entering foreign markets** (i.e., ICE-Italian Trade Agency; Ministry of Foreign Affairs and International Cooperation - MAECI; SACE; SIMEST; Chambers of Commerce, etc.)
- **Main private and public actors involved in import and export processes in Nigeria** (Customs, Certification Authorities etc.)
- **International trade and marketing strategies:**  
**How to choose a target market:**
  - (a) Collecting informations (what and where):
    - internal information and market research;
    - external informations: Italian sources (ICE-SACE-ISTAT, Embassies, Chambers of Commerce ecc), International organization (UN, OECD, World Bank, IMF).
  - (b) Relevant informations:
    - characteristics of the market;
    - macroeconomics indicators (GDP, FDI, balance of trade etc);
    - cost of doing business: Doing Business ranking (World Bank); Global Competitiveness Index (Wef); Economic Freedom (Heritage Foundation);
    - tariffs and non-tariffs barriers (custom duties and other taxes; quota and restriction to import ecc);
    - risk of doing business (Country Risk) (<https://www.sacesimest.it/mappe#/mappe/export-map> );
    - logistic and transports.
    - government plans and projects etc.
- 2 - How to enter a new market:**
  - direct sales: importer; distributors; end user (e-commerce, sales network);
  - indirect sales: agents, dealers, brokers, export merchant; trading companies;
  - permanent presence: representative office, subsidiary company, joint venture; double taxation agreements; financial support (SACE, Simest).
- 3 – contractual and technical topics:**
  - terms of delivery: Incoterms;
  - transport: type of transport and relevant documents;
  - terms of payments: form of international payments, characteristics (cash, bank transfer, Bill of Exchange/Promissory note, Document Against Payment, Document against Acceptance, Letter of Credit);