

The advantage of a foreign trade company



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? There are now 7 services provided on the web page.

I would like to discuss about the trade consulting service out of seven. The functions including compliance, valuation, audit, controls, licensing, classification, financial recovery and supply chain security. I think this service is above expectation for international trading companies. Usually firms buy only the custom brokerage services and freight forwarding from this kind of service providers, however, they are even helped with risks and costs management. So the first advantage of this service is that the company can provide superior customer experience.

Also with the consulting service, the company can ask for a premium price because of the value they provided. This is quite straight forward, the company earns more revenue. Thirdly, company with consulting service, compared to other companies in the industry, has more potential to build up a long term relationship with its customers since it has more information and deeper understanding of the company. Changing to another service provider will cost the company a lot. I think the third advantage is the consulting service increases customers switching cost and consequently improve customer retention.

Last but not the least, with more communications with its customers, a company can have more feedbacks from the customers, these feedbacks can reflect customers satisfaction level and create potentials for the organization to make further improvements by solving potential problems. To conclude, there are four advantages of the trade consulting service, first, the satisfaction levels of customers are improved, second, company can earn more money, third, the company can have more customers retained, fourth, customer feedbacks for further improvements.