

Christian Tegethoff, Managing Director, CT Executive Search speaks at the online event organised by AHK Russia

On the 9th of December, 2020 AHK Russia organised an online workshop titled - Intercultural Training: Negotiation and Sales in Russia.

The aim of the event was to help the participants – representatives of German export companies looking to do business in or strengthen their presence on the Russian market - learn about the Russian culture, particularly with regards to doing business.

Christian Tegethoff, Managing Director, CT Executive Search spoke about the development and implementation of sales strategies in Russia, as well as how best to manage sales staff. He also gave a practical example of how a consulting company can go about promoting its services on the Russian market.

“Russia remains an important investment destination for German businesses. An in-depth knowledge of the Russian business culture is extremely important if a company is looking to successfully set up operations here. It goes without saying that membership in AHK Russia is a very good strategic move for any German company looking to stay up to date on recent developments on the market.” – Christian Tegethoff, Managing Director, CT Executive Search

Established in 2013, CT Executive Search specialises in executive recruitment on the Russian market, offering services such as recruitment of top management staff, placement of freelance experts, and advisory board appointments. For more information, please visit our official website.