



# Antonio Baiano

International Business Development



ITALIAN CHAMBER OF COMMERCE  
FOR SOUTH-EAST ASIA

*Board of Directors Member*

I am an internationalization consultant with a long experience as Export Manager and International Business Development.

With the precious support of a specialized international team, since 2009 I have been operating in the markets of Southeast Asia for Italian companies in various sectors, managing projects mainly dedicated to B2B.

Since 2013 I am a Board Member of the C.C.I.S.E.A. - Italian Chamber of Commerce for South East Asia with the role of representative in the ASEAN region.

A wide experience in the reference markets, a significant network of companies, importers, distributors, government authorities, institutions and associations built over the years of work and a proven and constant collaboration with important partners. Not professional experiences only, but also human and life, thanks to the long stay in some countries of the area.



# Who I am

Internationalization consultant with experience as Export Manager & International Business Development



# Expertise

Frontline activities in Southeast Asia:  
Thailand, Singapore, Malaysia, Indonesia, Vietnam

## International Business Development

I'm part of a professional team operating in South East Asia and engaged in the front line of the ASEAN Region markets. I operate as a resident resource in the area, offering a 360-degrees outsourcing representation service, thanks also to the support of consolidated collaborations and a significant network.

I assist companies in the complicated phases of local markets entry phase, in consolidating relationships and in the business development.

I maintain constant relationships with the major importers and distributors of various sectors, with whom I collaborate in commercial initiatives.

The team assists me in all strategic on-line and off-line marketing activities directly in the target country.

An International Legal Service allows me to offer assistance in opening of representative offices, operative units, commercial partners research, J.V. and transaction issues.

A photograph showing two business professionals in a meeting. One person is pointing at a laptop screen while another holds a tablet. The scene is set in a bright, modern office environment.

# Expertise

My experience at your service

---

## Internazionalization

Entering in new markets, consolidating the position in order to reach higher market shares are the targets of a strategic internationalization plan. Experience, knowledge of the markets, consolidated relationships, frontline activities, are the weapons necessary for this purpose.

---

## International Project Management

International project management is becoming increasingly important in the global business landscape, where companies continue to expand into new countries, either to increase their market share or to reduce costs by using more efficient resources found locally. The structure present in the region of competence and the expertise allow me to ensure maximum performance in the development and management of complex and structured projects.



# Support

Board Member of I.C.C.S.E.A.  
Italian Chamber of Commerce for South East Asia



The Hive - Chavanich Bldg. 5th Fl.  
Nr. 38 Sukhumvit Soi 69  
Prakanong Nua, Wattana, Bangkok 10110 (Th)  
+66 96 8074289



Copernico Milano Centrale  
Via Copernico, 38 – 20125 Milano (I)  
+39 347 5339639



[info@antoniobaiano.it](mailto:info@antoniobaiano.it)



[www.antoniobaiano.it](http://www.antoniobaiano.it)



[www.linkedin.com/in/antoniobaiano/](https://www.linkedin.com/in/antoniobaiano/)



# Contacts

Contact me