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CAPABILITY STATEMENT / 2026

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INDEPENDENT CONSULTANT

Paris / Europe / Selected international markets

*International business development,
European market entry and private
sourcing - built around a defined brief
and the right counterpart.*

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SELECTED MANDATES

International work with a clear commercial purpose.

I support companies and institutions that need focused research, credible counterparties and disciplined follow-through across borders. Scope, geography, responsibilities and deliverables are agreed before outreach begins.

I

European market entry

Select the market, define the route and test the proposition with relevant local participants.

II

Partner and distributor search

Identify, approach and initially qualify distributors, buyers, representatives or collaborators.

III

International business development

Develop accounts, open conversations and maintain opportunity continuity for leadership.

IV

Trade missions

Build focused meeting programmes, participant briefings and commercial follow-up around a market visit.

V

Commercial representation

Provide selected project-based presence, communication and pipeline development in Europe.

VI

Private sourcing

Research and coordinate discreet opportunities across collector cars, fine watches and art.

WORKING PRINCIPLE

The objective is not the highest number of contacts. It is a concise group of relevant people and a clear reason for both sides to enter the conversation.

PROFILE AND METHOD

Human understanding. Persistent research.

13	3	Europe	Worldwide
YEARS OWNING AND OPERATING A PHYSICAL BUSINESS	YEARS OF DIGITAL SOURCING, OUTREACH AND RESEARCH	PRIMARY MARKET-ENTRY AND BUSINESS-DEVELOPMENT FOCUS	SELECTED PRIVATE SOURCING AND INTERNATIONAL MANDATES

A CONSIDERED PROCESS

I	Frame the mandate	Define the territory, objective, counterpart profile, available evidence and exclusions.
II	Build the working map	Research the market and identify organisations and decision-makers with a credible reason to engage.
III	Open and qualify	Approach individually, test relevance and distinguish courtesy interest from a serious basis to proceed.
IV	Report and advance	Coordinate the next conversation and maintain a clear record of evidence, risks and agreed actions.

SELECTED GEOGRAPHIC FOCUS

Europe / Thailand / Vietnam / Poland and Central Europe

SELECTED MANDATES ONLY / REGULATED WORK REMAINS WITH QUALIFIED SPECIALISTS