***PROTOTYPING EXPORT - AAA***

***“Innovative Common System of Internationalization of Traditional Agri-food SMEs of the Euroregion”***

**FORM FOR SALES REPRESENTATIVES TO INDICATE GEOGRAPHICAL PREFERENCES FOR THEIR WORK IN**

**THE PROTOTYPING EXPORT PROJECT**

You should choose three geographical areas of interest and list them in order of preference. Thereby, number 1 will be the geographical area that most interests you, number 2 will be your second choice and number 3 will be the area that least interests you out of your three choices.

Things to take into account when completing the form:

1. If you are only interested in one geographical area, it is not necessary to list additional areas.
2. You may choose an alternative area to those proposed, whether it is a new area within the previously proposed countries or in a different country from those suggested.
3. If you wish to choose only alternative geographical areas that have not been proposed, you may, listing them in order of preference, as outlined in the first paragraph of this page, with a minimum of 1 and a maximum of 3 choices.
4. You should establish a priority area, where your work will be primarily focused, within each geographical area, as well as areas of influence where you will carry out sales prospecting once you have completed work in the priority area.
5. If you will be listing alternative areas, this must be done following the instructions in point 4.

On the following page you will find the form to be completed, signed and submitted together with the rest of the documents.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| ORDER OF PRIORITY  (1, 2 or 3) | COUNTRY | GEOGRAPHICAL AREA | | | | | |
| **PRIORITY AREA** | **AREAS OF INFLUENCE** | | | | |
|  | CENTRAL SPAIN | Madrid | Toledo | Ávila | Segovia | Guadalajara |  |
|  | **SPAIN CATALONIA** | **Barcelona** | Lleida | Tarragona | Girona |  |  |
|  | **CENTRAL PORTUGAL** | **Lisboa (1)** | Leiria (2) | Santarém (3) |  |  |  |
|  | **NORTH PORTUGAL** | **Oporto (16)** | Vila Real (15) | Braga (17) | Aveiro (12) | Viana do Castelo (18) |  |
|  | **FRANCE IDF** | **Paris (75)** | Hauts-de- Seine (92) | Seine Saint Denis (93) | Val de Marne (94) |  |  |
|  | **FRANCE OCCITAINE** | **Toulouse (Haute- Garonne) 31** | Gers (32) | Hautes Pyrénées (65) | Tarn (81) | Ariège (09) |  |
|  | **FRANCE RHÔNE ALPES** | **Lyon (69)** | Rhône (69D) | Loire (42) | Ain (01) | Isère (38) |  |
|  | **BELGIUM** | **Bruselas** | Región Valona |  |  |  |  |
|  | **CENTRAL AUSTRIA** | **Viena (9)** | Niederösterreich Baja Austria (3) | Steiemark Estiria (6) |  |  |  |
|  | **ITALY**  **LACIO** | **Roma** | Viterbo | Rieti | Frosinone | Latina |  |
|  | **ITALY LOMBARDIA** | **Milano** | Pavía | Monza e Brianza | Varese | Bergamo |  |
|  | **GERMANY NRW** | **Köln (47)** | Rhein-Kreis Neuss (25) | Rhein-Erft Kreis (46) | Rhein-Sieg Kreis (53) | Rheinisch- Bergischer Kreis (49) | Leverkusen (48) |
|  | **DENMARK** | **Copenhague-Región capital** | Midtjylland-Jutlandia Central | Syddanmark (Dinamarca Meriodional) | Sjaelland (Selandia) | Nordjylland (Jutlandia Septentrional) |  |
|  | **SWEDEN SVEALAND** | **Stockholm (AB)** | Upsala (C) | Sörmland (D) | Västmanland(U) |  |  |
|  | **SWITZERLAND NORTH** | **Zurich (ZH)** | Argovia (AG) | Turgovia(TG) | Schaffhausen (SH) |  |  |
| ALTERNATIVE GEOGRAPHICAL AREAS, IF APPLICABLE | | | | | | | |
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**CANDIDATE’S NAME AND SIGNATURE**