

# L'INTERNAZIONALIZZAZIONE DIGITALE:

*VIRTUAL EXPORT MANAGEMENT  
E ACQUISIZIONE DI NUOVI CLIENTI*

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Digital Marketing Expert



In quale scenario ci muoviamo?



# 2020 This Is What Happens In An Internet Minute



**Esubero di informazione,  
intrattamento e... distrazione**

## INTERCONNESSIONE GLOBALE MA...



- Ogni mercato ha le sue regole e parla la sua lingua (o lingue);
- Piattaforme e strategie di vendita (in primis product placement) cambiano drasticamente da Paese a Paese;
- Non tutti a questo mondo usano Google, Amazon e Facebook (es. Yandex e Vkontakte in Russia, Baidu e 360 Qihoo in Cina, Naver in Corea, etc.)

*NB. prospect cinesi, russi e corani che vivono in Occidente usano i LORO motori di ricerca e i loro Social molto più di Google, Facebook e Instagram!*

# Cross-platform + Multi-device



**Device, interfacce e abitudini  
in costante evoluzione**





# Conversazioni e Passaparola online





**Mancanza di tempo (sempre e comunque)**

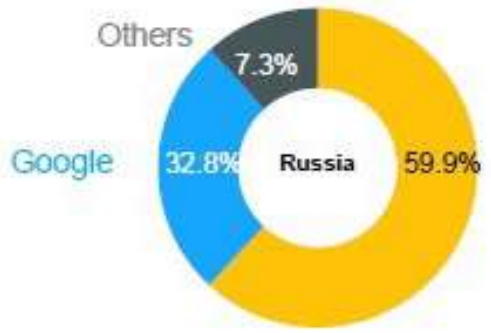






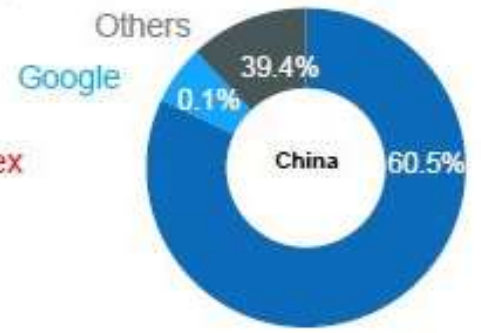
### Yandex

(launched 1997)



### Baidu

(launched 2001)



### NAVER

(launched 1999)













Micro  
Blogging  
(Weibo)



Social  
Networking  
Services



Instant  
Messaging



Video  
Sharing



Photos  
Sharing

Over  
**900million**  
registered accounts

Over  
**820million**  
registered accounts

Over  
**340million**  
registered accounts

Over  
**214million**  
registered accounts

Over  
**5.2million**  
registered accounts







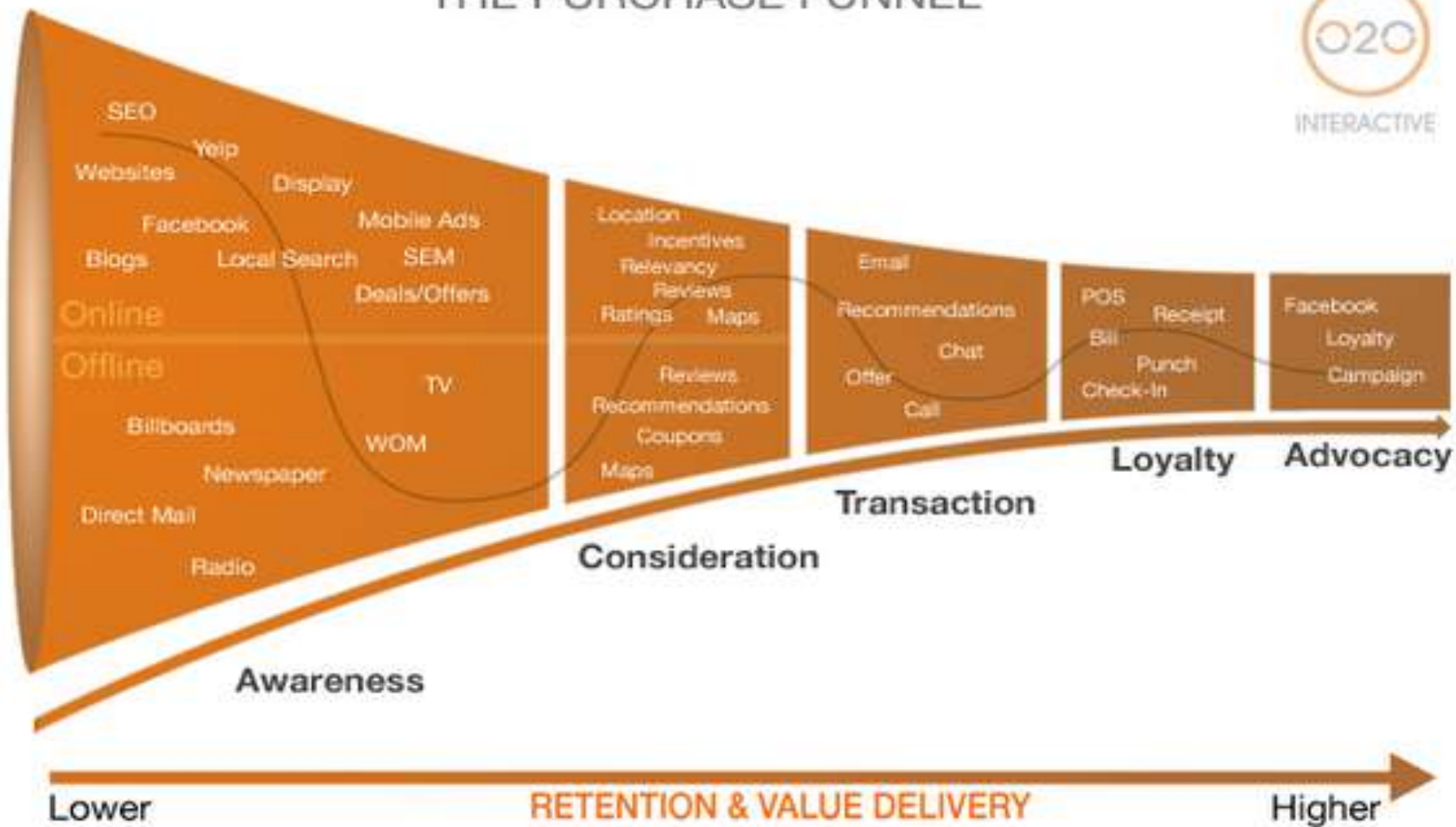


“A volte non sentiamo minimamente il bisogno di un qualcosa, salvo quando **ne veniamo a conoscenza** e ne viene **stimolato il bisogno** (pensa a quella strepitosa vacanza nel luogo X che ti è capitato di vedere online per caso a metà prezzo), a volte abbiamo **un bisogno preciso**, ma **non lo possiamo soddisfare nell'immediato** (pensa all'acquisto di una macchina), non senza aver fatto prima un'**accurata ricerca** e confrontato modelli, prezzi, condizioni, modalità di pagamento.”

<http://www.veronicagentili.com/come-acquistiamo-su-internet/>



# THE PURCHASE FUNNEL



# a) Consapevolezza



**Scoperta dell'esistenza del prodotto / servizio**

## b) Valutazione



**Valutazione di tutte le offerte di mercato che rispondono alla mia esigenza.**



## c) Volontà di acquistare

**ATTENZIONE → aver deciso di acquistare non significa AVERLO FATTO!**

## d) Decisione e acquisto



**ORA POSSIAMO TIRARE UN  
SOSPIRO DI SOLLIEVO ;-)**

## e) LOYALTY

**SHUT UP AND**

**Fidelizzazione, incremento  
acquisti procapite, etc.**

**TAKE MY MONEY!**

## f) ADVOCACY



- trasformazione da clienti in disseminatori/sostenitori del marchio e dell'offerta.



# Achtung



# Minen!

[www.todocoleccion.net](http://www.todocoleccion.net)

# IL CUSTOMER JOURNEY

Può durare da **pochi minuti** a settimane o **mesi** (dipende dalla spesa, ma anche dagli impegni e dalle distrazioni);

Varia in base al **contesto**;

Dipende dall'**urgenza** e dal **bisogno** avvertiti dal potenziale cliente;

Risulta più efficace quando:

- la nostra offerta è riconosciuta da tutti come la **migliore in assoluto** tra le possibili alternative;
- si creano **più occasioni di “incontro”** con quest’ultima;
- il prospect è “punto sul vivo” **al momento giusto** nel processo di acquisto;

# TUTTI RAGGIUNGIBILI !



Presidiando ogni step del  
Customer Journey.  
**COME SECONDO VOI?**

# a) Consapevolezza



*Contact points:*

- Comunicazione Corporate
- SEO + SEM
- Forum Marketing
- #SMM e ADS



## b) Valutazione



### *Contact points:*

- Blogging e Article Marketing;
- Recensioni
- Answers sites
- Forum Marketing

## c) Volontà di acquistare

### *Contact points:*

- Direct eMail Marketing
- Landing Page
- eCommerce dinamico (alert, favorites, etc.)
- ADV Strategico
- Retargeting / Remarketing

## d) Decisione e acquisto




*Ora possiamo tirare un sospiro di sollievo ;-)*



## e) LOYALTY

**SHUT UP AND**

- 
- vantaggi reali
  - offerte only 4 customer
  - fidelity card
  - Direct eMail Marketing,
  - CRM / Social CRM

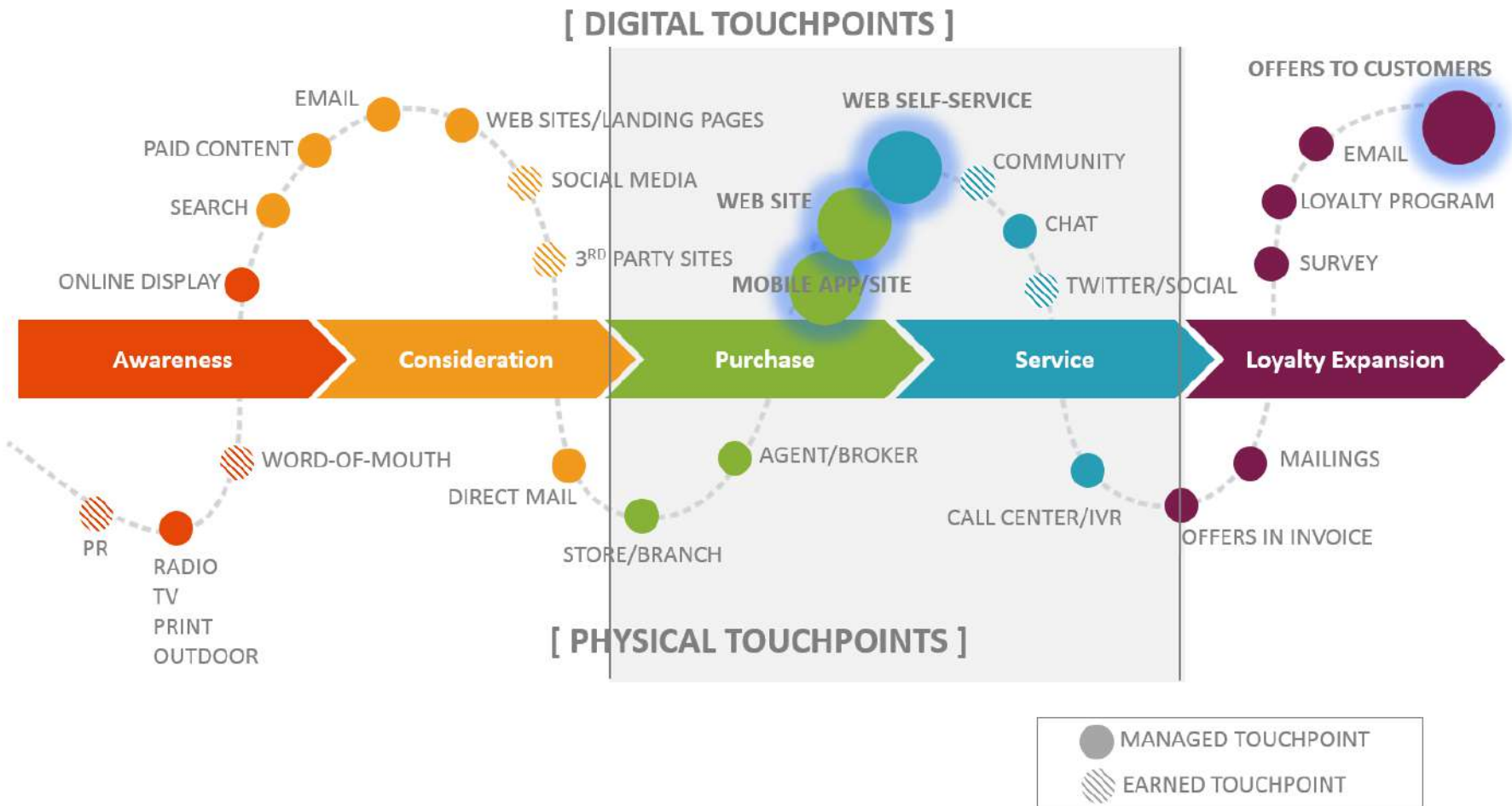
**TAKE MY**

## f) ADVOCACY



- trasformare i clienti in disseminatori/sostenitori del marchio Audi e dell'offerta della concessionaria
- Forum e Social Media Marketing, Mobile App Marketing, etc.)

# A prescindere dai Paesi target, serve una strategia integrata per presidiare in modo efficace il Customer Journey internazionale



# Dettaglio investimenti e attività digital per Export Sales Generation





# Versione semplificata ;-)



**TRUST ME**



**TRUST (FIDUCIA)**

**I'M AN EXPERT**

# MATHEMATICAL PROOF OF THE EXISTENCE OF DONUTS

$$D = \frac{1}{c} \frac{1}{t} \frac{dt}{dt} = \frac{1}{c} \frac{1}{P} \frac{dP}{dt}$$

$$D^2 = \frac{1}{P^2} \frac{P_0 - P}{P} \sim \frac{1}{P^2} \quad (1a)$$

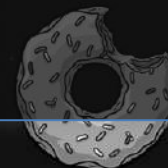
$$= \frac{K_S}{3} \frac{P_0 - P}{P_0} \sim \frac{1}{3} K_S \quad (2a)$$

$$D^2 \sim 10^{-53}$$

$$c \sim 10^{-26}$$

$$t \sim 10^{10} (10^{11}) \text{ J} \dots D =$$

# AUTOREVOLEZZA

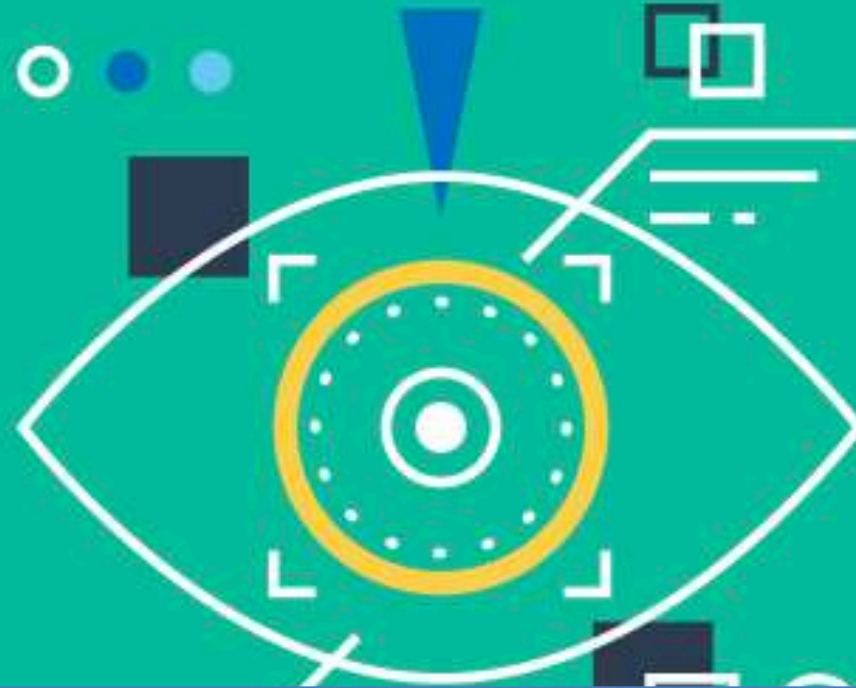




**CAPACITA'**

MATT GROENING





# VISUAL CONTENT



# CONTENT WRITING



# CONTENT CREATION LAB

- Trust;
- Autorevolezza;
- Capacità (strategica, tecnica, operativa, economica, logistica, vantaggio competitivo, etc.)

Come li comunicano competitor, prospect e potenziali partner? Come le valutiamo secondo voi?





# I PILASTRI DELLA DIGITAL BUSINESS PROMOTION

- Presidio di mercato fisico (GDO, MDO, retail, partnership) e digitale (eCommerce, Marketplace, etc.);
- Digital PR e Web Reputation azienda/manager;
- Portale Web, Digital Biz Promotion, offerta B2B/B2C, pricing, etc.;
- Testimonianze, Recensioni, Interviste, Commenti;
- Voce autorevole, coinvolgimento e aggiornamento Blog, Magazine, VLog, Press Release, etc.;
- Visibilità, promotion, pricing, vendite e feedback su Marketplace internazionali (Amazon, eBay, AliBaba, AliExpress, Ualmart)
- Social Media con grosso seguito e molte interazioni per post orientate a risultati chiari e concreti;
- Visibilità e posizionamento tra i primi risultati dei motori di ricerca per parole chiave commerciali importanti (SEO);
- Web & Mobile Advertising (campagne Google AdWords, Facebook Ads, Instagram Ads, etc. professionali e frequenti)





**WE KEEP  
THE WORLD  
SPINNING**



**BEST PRACTICE (fiducia e interesse top)**

The image shows a screenshot of a web browser displaying the website **prosino.com**. The browser's address bar shows the URL, and the page title is "Home - Prosino Borgosesia Rings". The website header includes contact information: a phone number (+39 0163 418444) and an email address (info@prosino.com). The main navigation menu is highlighted with a red circle and includes the following items: HOME, RINGS PRODUCTS (with a dropdown arrow), YOUR BUSINESS? (with a dropdown arrow), INTERESTED IN? (with a dropdown arrow), OUR EXCELLENCE (with a dropdown arrow), and THE COMPANY (with a dropdown arrow). The dropdown menu for "RINGS PRODUCTS" is open, showing three options: Spinning Rings, Ball and Roller Bearings, and Rings for Industrial Applications. The main content area features a large, high-quality image of a metal spinning ring. Overlaid on the left side of the image is the text "WE KEEP THE WORLD SPINNING" in large, bold, white and red letters. A dark blue text box on the right side of the image contains the text "Offerta chiara e minisiti immersivi per prodotto/servizi".



- Spinning Mills
- Original Equipment Manufacturers (OEM)
- Bearing Manufacturers
- Industrial Applications

**WE KEEP  
THE WORLD  
SPINNING**

**Risposta esigenze immediate  
prospect specifici**





HOME   RINGS PRODUCTS ▾   YOUR BUSINESS? ▾   **INTERESTED IN?** ▾   OUR EXCELLENCE ▾   THE COMPANY ▾

- Solutions for Short Staple Fibers
- Solutions for Long Staple Fibers
- Solutions for Technical Fibers

**WE KEEP  
THE WORLD  
SPINNING**

**Competenze specifiche per  
bisogni B2B core business di  
maggiore fatturato**



**WE KEEP  
THE WORLD  
SPINNING**



- What people say
- Case Studies
- Spinning World

**Social proof forti, autorevolezza e reale presidio di mercato riconosciuto da key players**



- Prosino srl
- Our Customers
- Agents Worldwide
- Contacts

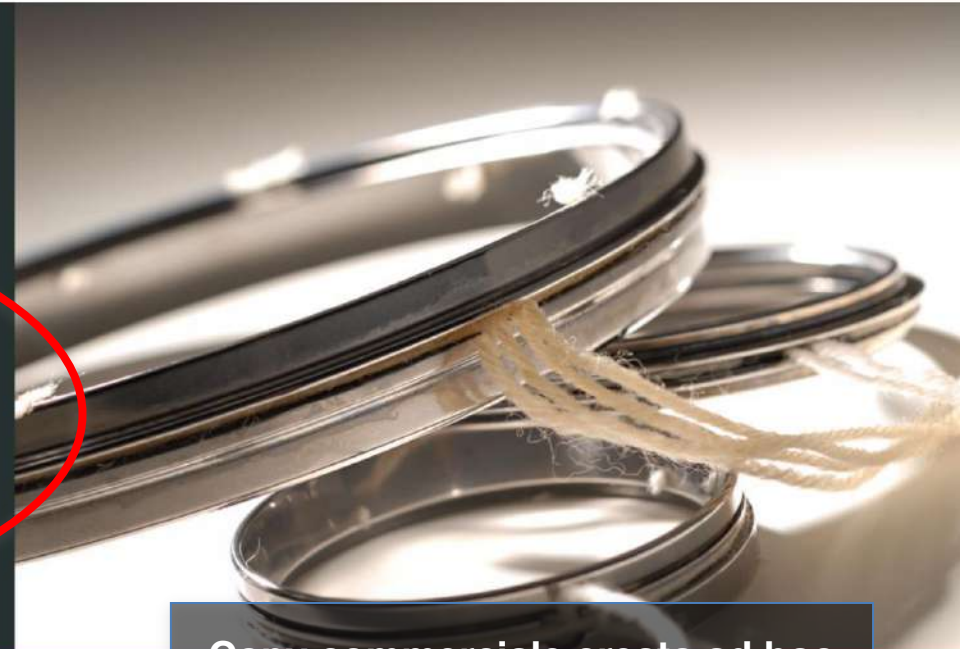
**WE KEEP  
THE WORLD  
SPINNING**

**Specificità, capacità aziendale,  
top customer, dimensioni  
mercato presidiato, etc.**



## FIRST CLASS MANUFACTURING, TOP QUALITY

Spinning and twisting rings manufactured by an international producer of high quality components for the industrial world: that's PROSINO. In the 60's the company started to export their products from Italian domestic market all over the most important textile markets worldwide. Today is the most important producer of spinning and twisting rings and an appreciated supplier of other ring components in the industrial field, mostly high precision bearings. These achievements are the result of the endeavours of three generations of the PROSINO family, to use of the best raw material, an relentless R&D activity and an intact passion for the business since 1746 year of the company foundation.



ADD EXCELLENCE, STRENGTH AND SPEED TO YOUR BUSINESS

**Copy commerciale creato ad hoc  
per generare bisogno indotto in  
prospect B2B**





ADD EXCELLENCE, STRENGTH AND SPEED TO YOUR BUSINESS

HOME RINGS PRODUCTS ▾ YOUR BUSINESS? ▾ INTERESTED IN? ▾ OUR EXCELLENCE ▾ THE COMPANY ▾

## WHAT RING PRODUCT ARE YOU LOOKING FOR?

*Find the best answer to your needs*



### SPINNING RINGS

A solution for every textile application



### SUPER PRECISION AND CUSTOM MADE BEARINGS

Ball and roller bearing rings



**Catalogo online minimale orientato a contatto immediato con ufficio commerciale**

INDUSTRIAL APPLICATION RINGS  
Custom made ring products to suit your need



HOME RINGS PRODUCTS ▾ YOUR BUSINESS ? ▾ INTERESTED IN ? ▾ OUR EXCELLENCE THE COMPANY ▾

## WHAT'S YOUR BUSINESS?

**ORIGINAL  
EQUIPMENT  
MANUFACTURERS**

### SOLUTIONS FOR SPINNING MILLS

We are specialized in spinning rings manufacturing and marketing for any frames operating in the market. Custom made products, technical coatings, engineering solutions.

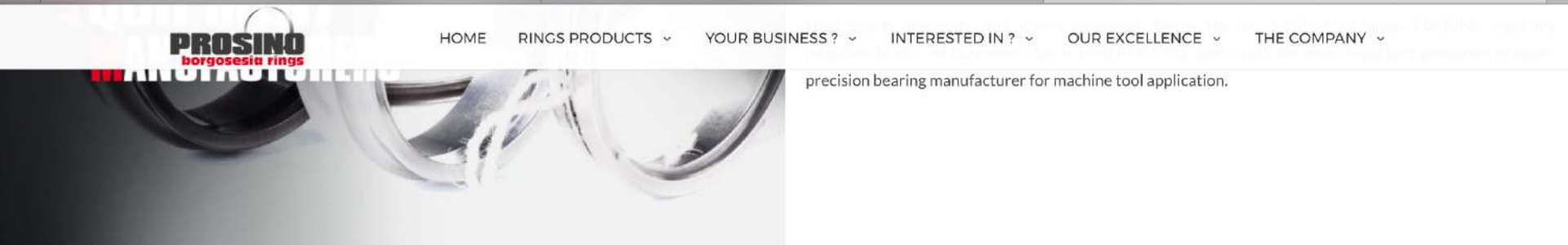
### SOLUTIONS FOR SPINNING MACHINERY O.E.M.

From the experience done on the spinning field the partnership with the most demanding Original Equipment Machinery in the textile field is the natural next step.

### SOLUTIONS FOR BEARING MANUFACTURERS

High quality, flexibility, just-in-time deliveries. These are the 3 pillars on which PROSINO base his relationship with its customers. Since 1990 PROSINO works with the most important producers of super precision bearing manufacturer for machine tool application.

**L'azienda non si parla addosso  
("ma quanto siamo bravi?") ma  
risponde subito al motivo per cui  
il prospect sta navigando il sito  
("fate al caso nostro?")**



## PROUDLY WORKING FOR THE BEST BRANDS

### WE MAKE THE DIFFERENCE

When it comes to spinning and twisting rings, Prosino srl is the market leader with an yearly manufacturing of more than 9.000.000 rings and world market presence since 1946. Everywhere in the world the best spinners work with Prosino since they know that they can get customized products, top quality and fair prices directly from the manufacturer. The same care and dedication is put in the relationship with the most important bearing

managers worldwide, that have found in PROSINO  
**Presidio di mercato globale e  
competenza "top" grazie ai big  
brand**

### PARTNER & CLIENTS THAT USE OUR RINGS





70

*Years Of Experience*



9000000

*Rings manufactured every year*



500

*Prominent Customers*



45

*Worldwide Countries*

## UPCOMING EVENTS

Counter box con numeri di un leader di mercato globale





## UPCOMING EVENTS



Rassegna stampa ed eventi  
sempre aggiornati che  
riaffermano presidio e  
ottimizzano il networking

### YOU WILL FIND US AT:

- DTG 2017, DHAKA, BD - 23-26 FEB 2017 (HALL 2 - STAND 223)
- SAIGONTEX, HO CHI MINH CITY, VN - 5-8 APRIL 2017 (HALL A1 - STAND 1C-10)
- SHANGHAITEX, SHANGHAI, CN - 27-30 NOVEMBER 2017
- INDUSTRIEMESSE 2017, HANNOVER, D - 24-28 APRIL 2017 (HALL 22 - STAND D33)
- BEARING CONFERENCE & EXPO, DORTMUND, GERMANY, 10-12 OCTOBER 2017



HOME RINGS PRODUCTS ▾ YOUR BUSINESS ? ▾ INTERESTED IN ? ▾ OUR EXCELLENCE ▾ THE COMPANY ▾



the BEST in&out



Non sterili schede prodotto ma mini-siti immersivi che rispondono ai dubbi di prospect di varia expertise



## STEELHAWK

Steelhawk represents the latest spinning ring development, launched in 2011 and based on 65 years collaboration between Prosino and the most demanding OEM's and mills worldwide.

Steelhawk meets the customers needs in terms of speed and reliability of the spinning process. It doesn't need the so called "break-in" procedure: **Steelhawk** is provided with a special non-metallic dry lubrication coating that allows you to start the new ring at full speed without any long and un-productive running in schedule.

No Running in

No need of special travellers

Traditional spinning rings require the so called "break-in" procedure that creates a steel tribo-oxidation. The **Steelhawk** spinning ring has a special non-metallic dry lubrication coating that allows you to start the new ring at full speed without any long and un-productive running in schedule.

## TECHNICAL FEATURES

- Made in high carbon and high chrome core hardened ball bearing steel;
- Dry lubrication, anti-wear, on-metallic plasma like coating;
- Super polished low roughness, traveller working areaty

**DOWNLOAD BROCHURE**

**FIND AN AGENT**

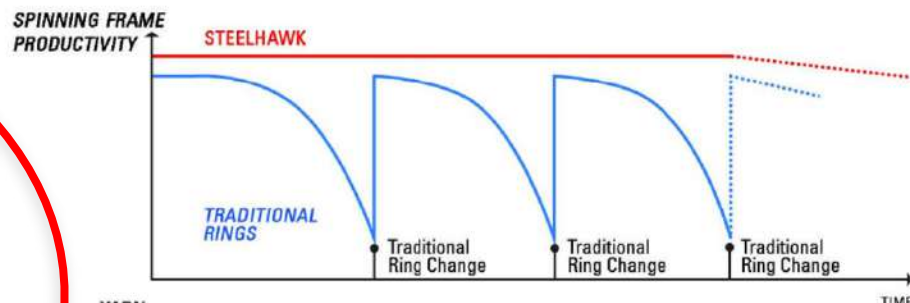
**Comunicazione doppia: per non addetti ai lavori (commerciale) e esperti della materia (ingegneri, ufficio tecnico, R&D, etc.)**



## STEELHAWK - The Best In&Out

### EXCELLENT **PAYBACK**

- > No waste of time and productivity (consequently money saving) thanks to the no running in procedure, It's possible to start at full speed with the normal traveller number;
- > No deterioration of ring surface thanks to its plasma-like coating that doesn't allow micro-welding between ring and traveller;
- > The amount of yarn breaks are controlled in a better way thanks to the more stable yarn tension, allowing a better frame productivity;
- > it guarantees the no deterioration of ring surface thanks to its special plasma-like coating, that doesn't allow micro-welding between ring and traveler even in the most harsh working environment (compact cotton spinning, dyed synthetics, 100% rayon)



**Spaccati della performance in fase di produzione, compatibilità, gamme dimensionali, etc.**





## SPINNING PERFORMANCES EXAMPLES

Ring ID	Fiber	Twist	Count (Ne)	R.p.m.	m/s	Traveller ISO weight	L = Specific Pressure on Ring in Nm
36	100% Cotton	Weaving	40	21.000	39,58	31,5	2742
36	100% Cotton	Weaving	60	22.700	42,79	22,4	2278
36	100% Cotton	Weaving	80	22.700	42,79	18	1831
38	100% Viscose	Weaving	30	17.000	33,82	56,0	3372
38	100% Cotton	Weaving	80	22.700	45,17	18,0	1933
38	100% Cotton	Weaving	40	20.300	40,39	23,6	2026
38	100% Cotton	Weaving	50	21.000	41,78	16	1470
40	100% Cotton	Weaving	24	17.500	36,65	50,0	3358
40	100% Cotton	Weaving	40	19.800	41,47	22,4	1926
40	Poly/Cotton	Weaving	30	18.500	38,75	56	4254
40	Poly/Cotton	Weaving	32	18.500	38,75	56	4204
41	100% Cotton	Weaving	20	16.500	35,42	71,0	4345
41	100% Polyester	Weaving	20	16.500	35,42	63,0	3856
45	100% Polyester	Weaving	8	9.000	21,21	200	3997
51	100% Polyester	Weaving	14	7.800	20,83	250	4255

Compatibilità con i più diversi sistemi produttivi della nicchia

FREQUENTLY ASKED QUESTIONS



## FREQUENTLY ASKED QUESTIONS

- + WHAT IS THE LIFETIME OF STEELHAWK RINGS?
- + MAY I USE ANY KIND OF TRAVELLERS ON YOUR RINGS OR I HAVE TO USE A SPECIFIC BRAND ?
- + WHAT ARE THE MAXIMUM SPEED ACHIEVABLE WITH THE STEELHAWK RINGS?
- + HOW DO I SELECT YOUR RING FINISH ACCORDING TO THE TRAVELLER SPEED ?
- + IS THERE A PRICE DIFFERENCE BETWEEN FLANGE 1 AND FLANGE 2 ? WHEN I HAVE TO SELECT FLANGE 1 OR FLANGE 2
- + WHAT IS THE MINIMUM RING DIAMETER THAT YOU CAN PRODUCE ?
- + WHICH TYPES OF FLANGES DO YOU OFFER ?
- + WHAT KIND OF PROCEDURE DO I NEED TO FOLLOW WHEN I START ON MY SPINNING FRAMES FOR THE 1ST TIME STEELHAWK RINGS ?
- + WHAT ARE YOUR SUGGESTIONS TO CONTROL AND REDUCE YARN AND COP HARINESS ?
- + DO YOU SUPPLY RINGS MOUNTED ON ALUMINIUM BASES ?
- + HOW DO I SELECT THE SIXE OF THE IDEAL TUBE WITH RESPECT OF RING ID ?
- + HOW CAN COMPARE DIFFERENT TRAVELLER BRAND NUMBER ?

**Tutte le principali FAQ per  
scremare gli interessati e  
ottimizzare le conversioni  
all'ufficio commerciale**



PROUDLY WORKING FOR THE BEST BRANDS

HOME RINGS PRODUCTS ▾ YOUR BUSINESS ? ▾ INTERESTED IN ? ▾ OUR EXCELLENCE ▾ THE COMPANY ▾

## WE MAKE THE DIFFERENCE

When it comes to spinning and twisting rings, Prosino srl is the market leader with an yearly manufacturing of more than 9.000.000 rings and world market presence since 1946. Everywhere in the world the best spinners work with Prosino since they know that they can get customized products, top quality and fair prices directly from the manufacturer. The same care and dedication is put in the relationship with the most important bearing manufacturers worldwide, that have found in PROSINO outstanding quality, just-in-time deliveries, flexibility and technical competence.

**Steelhawk: more than 1.000.000 sold**

## PARTNER & CLIENTS THAT USE THESE RINGS



**Top Customer Brand specifici per quella categoria di prodotti**



+39 0163 418444 info@prosino.com



HOME RINGS PRODUCTS ▾ YOUR BUSINESS? ▾ INTERESTED IN? ▾ OUR EXCELLENCE ▾ THE COMPANY ▾

# SPINNING MILLS

Sezioni dedicate alle nicchie dei  
Top Customer (autorevolezza e  
capacità)





HOME RINGS PRODUCTS ▾ YOUR BUSINESS ? ▾ INTERESTED IN ? ▾ OUR EXCELLENCE ▾ THE COMPANY ▾

## WHAT KIND OF RING ARE YOU LOOKING FOR?

*Find the best solution for your Spinning Mill*



**STEELHAWK**

*Short Staple Rings*



**RZD PROTECTED**

*Short Staple Rings*



**STEEL CONICAL RINGS**

*Long Staple Rings*



**SINTERED METAL RINGS**

*Technical Yarn Rings*

PROUDLY WORKING FOR THE BEST BRANDS

**Stesso discorso non orientato al prodotto ma al prospect!**



PROUDLY WORKING FOR THE BEST BRANDS

HOME RINGS PRODUCTS ▾ YOUR BUSINESS? ▾ INTERESTED IN? ▾ OUR EXCELLENCE ▾ THE COMPANY ▾

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### PARTNER & CLIENTS THAT USE THESE RINGS



**Top Customer Brand (relativi alla nicchia e non solo al prodotto)**



## SHORT STAPLE FIBERS

If you work in the spinning of short staple fibers (cotton, polyester, viscose, blends etc) we can help to keep your manufacturing process stable and performing by the adoption of our spinning rings on your frames. The main advantages that our customers are recognizing in our products are:

- > Sensible reduction in maintenance costs;
- > Great control of spindle to spindle yarn tension;
- > High consistency in yarn quality parameters (Hariness, Uster Value, Total imperfection);
- > Longer traveller life;
- > High customization degree (any ring size for any spinning frame brand);
- > Wide variety of accessories available (traveller cleaners, plate holders, aluminium



**Idem, ma relativo al segmento di core-business che si vuole alimentare di più**



HOME   RINGS PRODUCTS ▾   YOUR BUSINESS ? ▾   INTERESTED IN ? ▾   OUR EXCELLENCE ▾   THE COMPANY ▾

### FRIENDS AND GUESTS OF SPINNING WORLD

*“A further strength of the Italian textile machinery industry is the existence of a network of precision mechanical component companies able to help you effective solutions quickly.”*

**Social proof, testimonial, commenti, recensioni autorevoli, etc.**



**PIER LUIGI LORO PIANA**  
*CEO of Loro Piana*





## SPINNING WORLD #5 (2015)

03 – Editorial by Pietro Prosino

04 – Marzoli Machine Textile – Interview with management

08 – Ermenegildo Zegna – The leader of luxury

11 – Steelhawk flies high – Case History

[DOWNLOAD FULL TEXT FOR FREE](#)

Are you looking for more informations? Find our agents in your country!

**Blogging e Magazine, tanti motivi per portare i prospect sul portale web fornendo loro informazioni esclusive che fanno percepire l'azienda come la voce (e la soluzione) più autorevole nella nicchia**



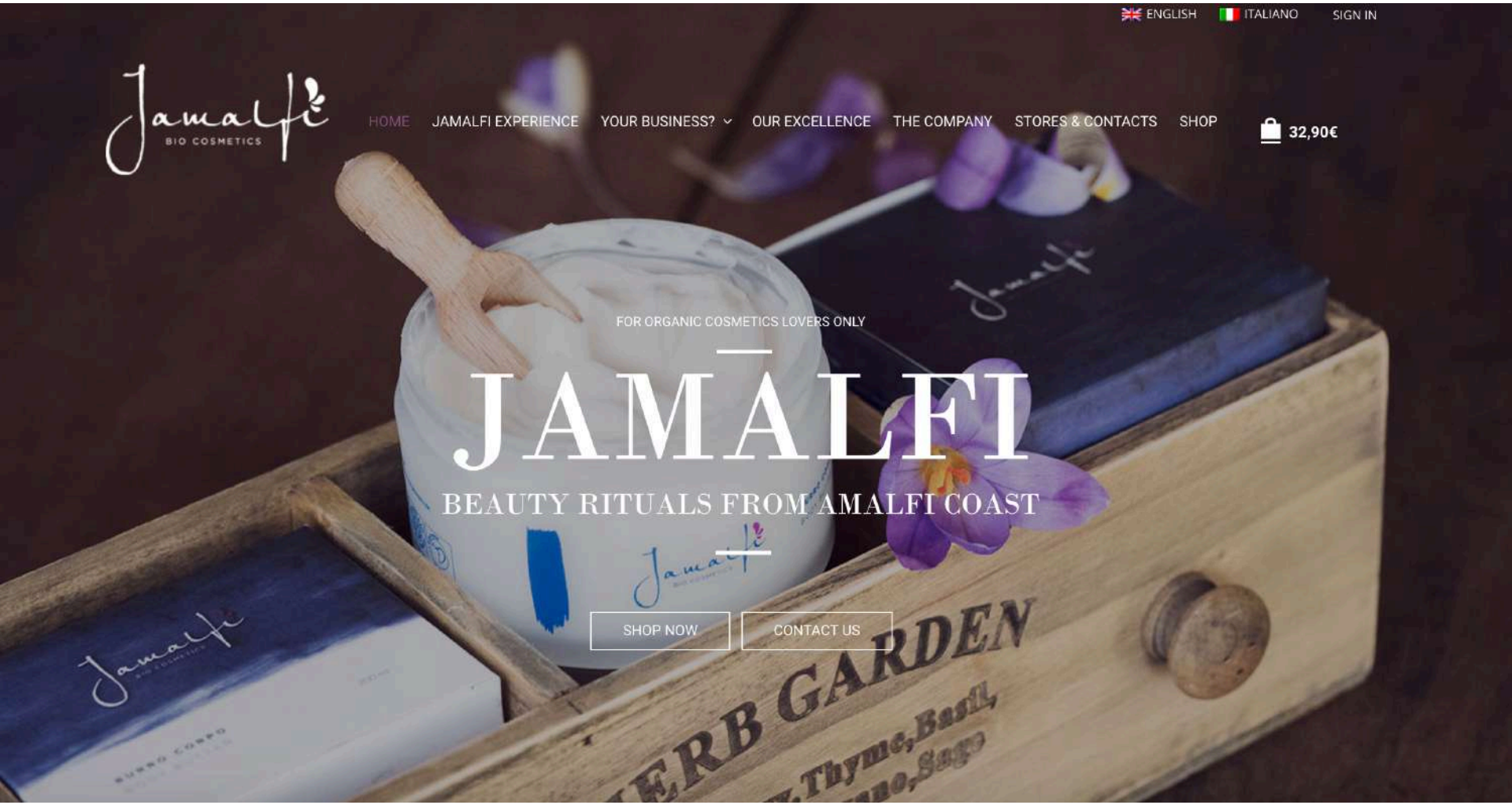
## FIND OUR AGENTS WORLDWIDE

### AMERICA

Argentina Bolivia Brasile Colombia Ecuador Guatemala Honduras Mexico Peru USA

CHILICOTE S.A.  
Avda. Julio A. Roca 546  
C1067 ABN BUENOS AIRES  
Phone: +54-11-4342-7611/2387  
Fax: +54-11-4331-4278  
Contact person: Mr.Gerado Budeisky  
chilicote@chilicote.com.ar  
Mobile:+54 9 1144714396  
Skype ID: chilicote-gerardo

Network commerciale, reale  
presidio di mercato, opportunità  
di forniture, partnership, JV, etc.



FOR ORGANIC COSMETICS LOVERS ONLY

# JAMALFI

BEAUTY RITUALS FROM AMALFI COAST

SHOP NOW

CONTACT US

FROM AMALFI'S EDEN, THE LAST PARADISE FOR SENSES

# THE ORGANIC WAY FOR LUXURY SKINCARE

Jamalfi is the one and only **organic cosmetic brand** from Amalfi coast! We select the finest local raw materials to moisturize, nourishing and protect your skin; join us on this emotional path down to flower perfume and sea breeze! We provide **Natural and Organic beauty concentrates**, condensed in **premium skincare** prickly pear & olive oil based. Our quality is ensured by meticulously **clinical tests** and certified **NICKEL TESTED, VEGAN** and **ECO-BIO COSMESI** by ICEA and AIAB.



## OUR SECRET

Jamalfi is constantly **looking for excellence** through technological innovation; our liposomal complex (obtained from Amalfi's IGP lemons) goes deep into the skin **to convey natural active ingredients down to cellular level**.

This technology allow us to give skin a **complete hydration**, using a powerful mix of vitamins, antioxidants and minerals that helps to deliver **an immediate plumper looking appearance**.

READ MORE

SHOP NOW



## FIND YOUR OWN TASTE



FACE SKINCARE  
ANTI-AGING FACE CREAM

**44,90€**

ADD TO CART



BODY SKINCARE  
BODY OIL

**37,90€**

ADD TO CART



FACE SKINCARE  
FACE SERUM

**39,90€**

ADD TO CART



FACE SKINCARE  
MOISTURIZING FACE CREAM

**32,90€**

ADD TO CART

[CLICK HERE TO ACCESS THE FULL CATALOGUE](#)

## OUR EXCELLENCE



### SAFETY & CERTIFICATION

All formulations are strictly **controlled and certified** in accordance with the highest standards of **organic & vegan guarantee**. Our honesty and ethical commitment gave us the opportunity to reach the prominent **AIAB** accreditation, which **excludes** the use of specific ingredients such as synthetic and allergenic raw materials, non-organic farming products and Eco-unfriendly pack materials.



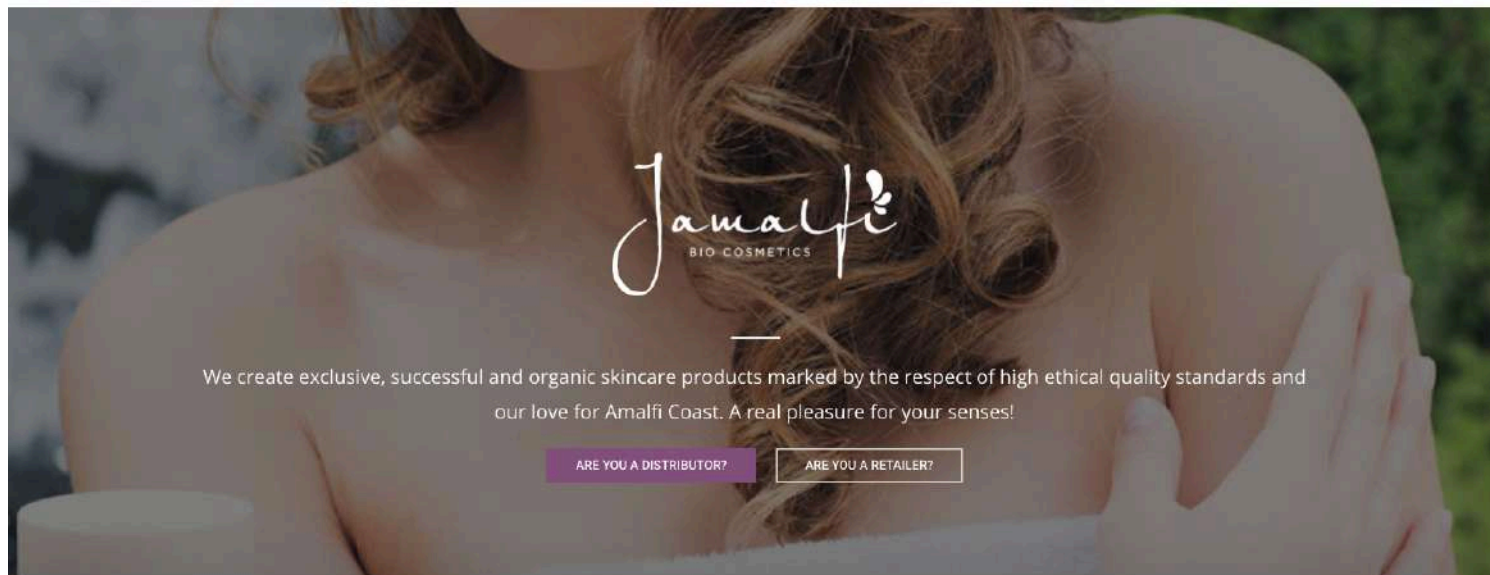
### QUALITY & EXCELLENCE MADE IN ITALY

We offer a **100% Italian product** realized in cooperation with best local partners, real experts in the pursuit of excellence in **organic and natural cosmetic art** for professional and personal uses. We use raw materials from the best native **Organic farming** of Amalfi, committed in using only sustainable and traditional agricultural techniques.



### THE LUXURY BEAUTY

Best results and exclusive formulations are Jamalfi's signature marks, along with the **lavish handmade design of our packaging**, realised by MPT design in collaboration with the famous ceramic laboratory: "*Solimine art*". A perfect gift for you and your loved ones!



We create exclusive, successful and organic skincare products marked by the respect of high ethical quality standards and our love for Amalfi Coast. A real pleasure for your senses!

ARE YOU A DISTRIBUTOR?

ARE YOU A RETAILER?



FOR ORGANIC COSMETICS LOVERS ONLY

# JAMALFI

WELLNESS AND EXCLUSIVITY

SHOP NOW

CONTACT US

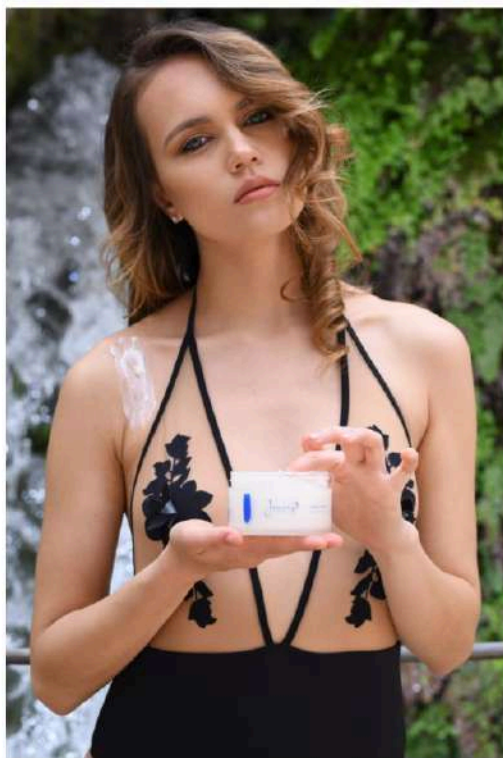
CREMA VISO  
FACE CREAM  
ANTI-AGE



WE ARE LOOKING FOR NEW PARTNERSHIPS!

## FOR ORGANIC COSMETICS BUYERS

We are constantly **looking for excellence** by improving every aspect of production and we want to share with you our expertise and **outstanding results**, to pursuing **business development** in the best interests of both of us. The passion we put in what we do and the **love for "made in Italy"** mix and match with the rising need of **natural lifestyle**, give us the abilities to respond to **all latest markets' trends** from biocosmetic world.



### WE WANT YOU!

**Honesty, precision and flexibility** are our signature marks, both in customer care and commercial partnership. **Your growth is ours!** We are the perfect partners and we want to find the best way to respond your needs through customizable sales plans, we also repay your trust in Jamalfi with growing discount bonuses even on little orders of natural skincare products.

Our **face & body beauty products** are **100% natural & organic**, made by selected moisturizing, nourishing and antioxidant ingredients such as **fig oil (nourishing), Amalfi's IGP lemon juice (toning), Kigelia and Quillaja extract (lifting)**.

The result is a complete skincare line with lightweight texture easy to absorb, that helps to stimulate skin's healing process. We strongly invest in our product's certification (**ICEA & AIAB**) to maintain a high quality and ethical level and promote Jamalfi's best testimonial: **Amalfi Coast!** We sustain our commercial partners with strong strategic communication skills by offering **adaptable marketing and promotional support**, specific for beauty cosmetic sales. If you are looking for the best organic skincare brand, with reliable certifications and excellent performances: **we are the right company for you!**

[CLICK HERE TO CONTACT OUR SALES DEPARTMENT !](#)



[CLICK HERE TO ACCESS THE FULL CATALOGUE](#)

## WHY CHOOSE JAMALFI

### EXCLUSIVE SELLING RIGHT

The trust of our partners is priceless, for this reason we guarantee the exclusive selling right in your area for the launching period.

### SMALL ORDERS BIG CONVENIENCE

We propose flexible and remunerative economic terms even on very small orders, to benefit the affiliates and advantage their penetration in the organic cosmetics market, reducing their financial risks.

### THE MAXIMUM OF CUSTOMIZATION

We want our partners to know they can rely on us for anything, we respond to any market demands or customization proposals on packaging, formulation and logistic with the same quality!

[READ MORE](#)

[SHOP NOW](#)



Jamalfi  
BIO COSMETICS

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[JAMALFI EXPERIENCE](#)


[YOUR BUSINESS?](#) ▾

[OUR EXCELLENCE](#)

[THE COMPANY](#)

[STORES & CONTACTS](#)

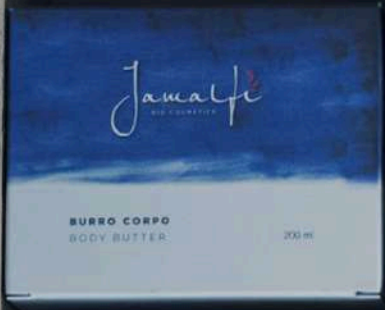
[SHOP](#)

 32,90€

FOR ORGANIC COSMETICS LOVERS ONLY

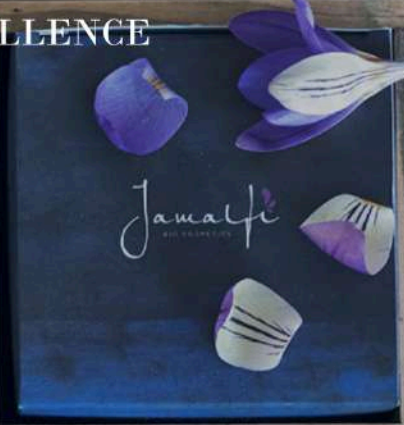
# JAMALFI

AN ENDLESS QUEST FOR EXCELLENCE



[SHOP NOW](#)

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FROM AMALFI'S EDEN, THE LAST PARADISE FOR SENSES

# WHAT PEOPLE SAY

What I like most about this oil, in addition to its sublime scent is the fact that it is absorbed very quickly without leaving greasy skin. It is the ideal product for those who, like me, have a perennially dry and dehydrated skin, I have been using it for over a month and my skin is literally reborn!!!!



**Valentina Dipa**  
<http://www.valentinadipa.it/jamalfi-body-oil/>

And here it comes to you Jamalfi! Opening the cap of my shower gel, it seems to take a trip directly on the Amalfi Coast !!!!



**La Gatta Rosa Blog**  
<http://www.lagattarosablog.it/2017/01/jamalfi-i-profumi-della-costiera.html>

Jamalfi decided to invest in its beautiful territory by creating cosmetics that use the properties of some of the most interesting local raw materials but decided to also focus on the biodiversity of its land in fact in its cosmetics is the Sfusato amalfitano lemon. I really appreciate this choice because in this way the territory is valued through a typical product and little "exploited" also in this case it is also an ecological choice given that it is ingredients 0 km.



**Make Up Bio Addicted**  
<http://makeupbioaddicted.altervista.org/burro-corpo-jamalfi/M>

This oil believe me ... becomes a moment of pleasure and pampering absolute for the senses and for our skin. The presence of very important functional actives including the DOP Organic Olive Oil, known for its protective and moisturizing properties and Prickly Pear Oil, with exceptional antioxidant properties, make this product a real prized treatment for the beauty of our body .. After almost a month and a half of use, my skin is definitely silky, soft, bright and above all NOT GREASY.



**BioVale**  
<http://www.biovale85.com/2017/05/26/jamalfi-amalfi-coast-bio-cosmetics-olio-corpo/>

"...already from the packaging I received, all the attention to detail and the love that is within this company are evident." "... Beyond the quality of the product, the fragrance, the love and the great philosophy behind the company, even the packaging of the product is enchanting, a glass bottle with a wooden dropping cap, truly unique and special . What about ... totally in love !!!" .



**Pavone Cosmetics**  
<http://www.pavonecosmetics.it/jamalfi-olio-corpo-review/>

You immediately feel its nourishing power given by shea butter and argan oil, the skin of the first applications is soft, nourished, smooth and compact. He knew how to satisfy my need for hydration .... really a good product that I feel to promote with full marks and to warmly advise you.



**Sinceramente Bio**  
<http://sinceramente.altervista.org/jamalfi-bio-cosmetics-review-burro-corpo/>



## 4 REASONS TO CHOOSE US

### WHAT DO WE CARE ABOUT?

**Your skin wellness!** We use only the best organic ingredients **to keep your skin moisturized, nourished and protected**; to reach the goal we use lightweight textures easy to absorb and rich in **Jojoba, Argan** and prickly pear oil, Karite butter and hyaluronic acid.

### WHERE DO WE CAME FROM?

We came from Amalfi Coast, **Unesco heritage site** and paradise for organic farming.

### CAN YOU RELY ON US?

Yes, but not only because of our beautiful words! Jamalffi's organic skincare products are certified: eco bio cosmetics & vegan in accordance with ICEA's and AIAB's strict standards. They are also nickel tested and 100% petrolatum, parabens and silicones free.

### WHERE DO YOU CAN FIND US?

Jamalffi's organic skincare products can be found everywhere in **Italian finest biocosmetic shops** and world-wide on our **online shop**.

ARE YOU A DISTRIBUTORS?

ARE YOU A RETAILER?







# Ricerca partner e clienti

# Google

Cerca con Google





Mi sento fortunato

Google offerto in: [English](#)

← → ↻ google.com/maps/@45.0363392,7.6372045,14z

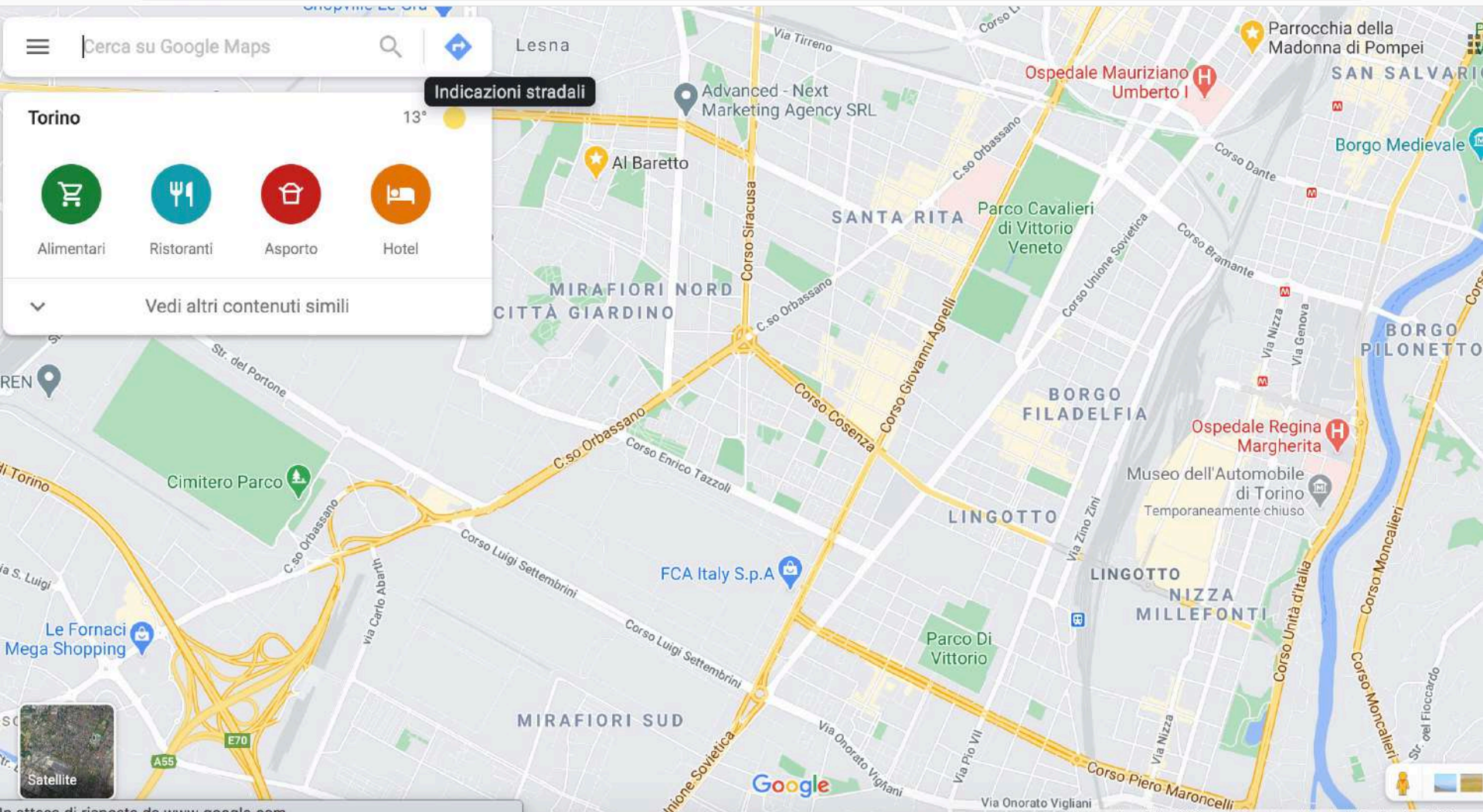
Perca su Google Maps

Torino

-  Alimentari
-  Ristoranti
-  Asporto
-  Hotel










Vedi altri contenuti simili

Indicazioni stradali



Google

## Qual è il tuo obiettivo di marketing?

Notorietà	Considerazione	Conversione
 Notorietà del brand	 Traffico	 Conversioni
 Copertura	 Interazione	 Vendita dei prodotti del catalogo
	 Installazioni dell'app	 Visite al punto vendita
	 Visualizzazioni del video	
	<input checked="" type="checkbox"/> <b>Generazione di contatti</b>	



## Generazione di contatti

Raccogli informazioni per l'acquisizione di contatti dalle persone a cui interessa la tua azienda.

- Crea test A/B: Usa questa campagna pubblicitaria per testare le strategie dei gruppi di inserzioni [Novità](#) ⓘ

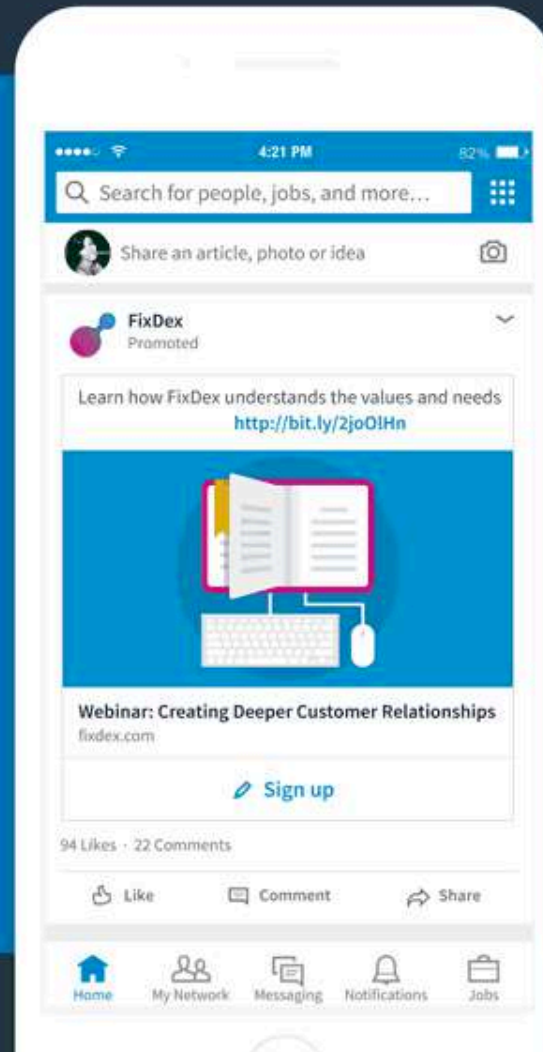
Nome della campagna ⓘ

**Continua**

Limite di spesa della campagna ⓘ [Imposta un limite \(facoltativo\)](#)



# LinkedIn Lead Gen Forms



## Banca dati

Cerca tra più di 34.995.556 aziende in più di 64 Paesi

Chi? Azienda, partita IVA...



Cosa cerchi? Un'attività, un prodotto, un s...

Città, regione, Paese



Dai un'occhiata ai nostri fornitori B2B selezionati



**GAI MACCHINE IMBOTT...**

🇮🇹 CERESOLE ALBA - Italia

Impianti ed attrezzature per l'imbottigliamento, Macchine ed attrezzature di confezionamento, riempi...

MAGGIORI INFO SU QUESTA AZIENDA



**SO.TEC SRL**

🇮🇹 ALMENNO SAN BARTOLO...

Attrezzature per aspirazione delle polveri e depolverizzazione, Attrezzature ed elementi per il filt...

MAGGIORI INFO SU QUESTA AZIENDA



**M.E.G.A.**

🇮🇹 SCANZOROSCIATE - Italia

Condutture, tubi, condotti e tubazioni in acciaio, Raccordi in metallo per tubi, condotti, conduttur...

MAGGIORI INFO SU QUESTA AZIENDA



**G-auto Corp.**

🇰🇷 Corea del Sud

Apparecchiature di test e controllo per agronomia, Apparecchiature di collaudo per



**Photonics Mediate**

🇰🇷 Corea del Sud

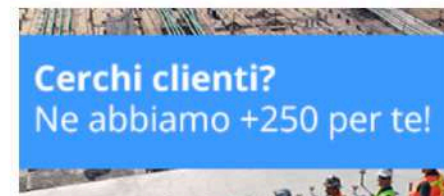
Connettori elettrici, Componenti per attrezzature audio-video (AV) e accessori,



**LNS co.,Ltd.**

🇰🇷 Corea del Sud

Macchine ed attrezzature per raccolta e trattamento di cereali, Macchine ed



**USO DEI COOKIES**

Kompass usa i cookie.

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Non visualizzare

Seleziona **Aziende e Contatti** simili: una lista di aziende dello stesso settore di business e nella stessa area geografica

See FAQs on the coronavirus (COVID-19) and Alibaba.com shipments [learn more >](#)

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- Sports & Entertainment >
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**Online Trade Show**

# Livestream demos of machinery and materials

Alibaba.com Online Trade Show  
 Nov 23 - Dec 6, 2020 PT

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**Fashion Online Trade Show 2020**

**Holiday Season Fashion...**

**24/7 Livestream**

**True View**

**BLACK FRIDAY SALE**

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**UPDATE SUMMER 2022**

**December 09-10**  
**2020 // Munich**

[THE FAIR](#)

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[MARKETPLACE](#)

[EXHIBITOR AREA](#)

# PERFORMANCE DAYS TAKES PLACE ONLINE & MUNICH EVENT

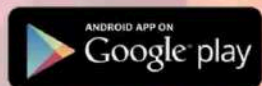
**DECEMBER 09-10 2020**

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# Assured Lowest Yarn Prices

Get best yarn rates using our B2B holistic yarn marketplace





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For Suppliers

Covid-19



All Fabrics

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Made to order/Query

Design Library ▾

## E-procurement platform for textiles

Procure from 23919+ designs , 4807+ ready fabrics with 25 lakh meters in stock

Search for fabrics



Find fabrics with technical specifications or industry names



Upload Image

Find fabrics matching your inspirations or moodboards

**CERTIFIED  
EXPERT**

