

Senior Expert Contact – a Program of Swisscontact

POTENTIAL MEETS EXPERIENCE

The retired professionals of our Senior Expert Contact (SEC) are qualified experts on site. Through their consulting services, they provide hands-on, cost-effective support towards sustainable development of companies and institutions.

SEC Assignment in Nepal, 2022

Assignment No. 3982

Location	Kathmandu, Nepal
Client	Food industry
Expert	Willi Müller, Dipl. Ing. ETH Food Technology
Period	19.10. - 14.11.2022



Client Profile

The client produces prepared and frozen Italian food items for gastronomy and restaurant clients and it also operates a canteen business. After the pandemic ended, home deliveries decreased and so a new strategy has to be developed in order to grow the business and make it profitable with a new range of products and sales strategy. Italian food is in trend; hence there is potential, but frozen food is not yet common in private households.

Tasks

- develop new business strategy and related sales and marketing strategy
- advise on improved production set up, layout for efficient production
- do management and staff training
- assist in setting up material and production control systems, etc.

Results

- finalized a business strategy for the B2B and canteen kitchen operation
- training given to management staff and business customers (chefs of Restaurants)
- one to one training for management team on financial management
- discussed and handed over documents, check lists and control forms
- assisted to reduce number of products
- set up job and task list and discussed proposals for the organisation
- given input for the future improvement of sales outlets.