



WHO WE ARE

PLANEI is a consulting company founded and led by **Eduardo Rampani**.

Its Mission is to assist logistics service providers **in maximizing their results**, through the use of **good practices in commercial, operational and administrative management**.

The company's Vision is to share the experience acquired by its founder by offering consultancy services in: **Governance, Project Management, Professional Recruitment and Sales Training**.



MAIN PRODUCTS

Planei aims to assist companies in addressing challenges and **achieving excellence in the following areas:**

Governance

Improvement in
commercial
productivity

Review of the
organizational
structure

Increase in the index
of success in bids
and spot quotes

Improvement in
the integration
between different
internal areas and
their leaders

Refinement in
the pricing
process

Increase in
talent retention

Reduction in
billing errors &
delays

Increase in
operational
productivity

MAIN PRODUCTS

Support tailored to specific needs for a specific period.
Planning, conducting, organizing and monitoring various types of projects, such as:



Project Management

Creation or enhancement on commission and bonus plans

Implementation of a new account

Marketing. Development of institutional material

Review and development of a strategic plan

Definition and implementation of targets for continuous improvement

Opening of new Business Units



MAIN PRODUCTS

Leveraging its director's vast network, **Planei** helps companies identify **top talents in the market** by:

Head Hunting

Support with the definition of the ideal profile

Interviews for verification of skills and expectations

Filtering and selection of the best talents

Scheduling interviews between client and candidate

Execution of language proficiency tests to measure communication competencies



MAIN PRODUCTS

The “**Successful Sales Cycle (SSC)**” is a freight forwarding industry-specific course that covers the entire sales process from start to finish.



Sales Training

The training curriculum is divided into 3 modules:

Prospecting

Meeting Management

Designing and presenting a winning proposal

**This product is under development and is scheduled for release in March 2024.*



CONTACT US



Eduardo Rampani is a senior executive with extensive experience in **freight forwarding / logistics**.

Throughout his career he has led multinational companies, serving as national **CEO, director and vice-president regional in Brazil, United States and Europe**.

Professional with recognized skills in **building / training teams** and with extensive experience in the **areas of sales, operations and P&L management**

Eduardo Rampani

☎ +55 (11) 99325 3699

✉ eduardo.rampani@planeiconsult.com

🌐 www.planeiconsult.com

