

Sales and research



The customer journey

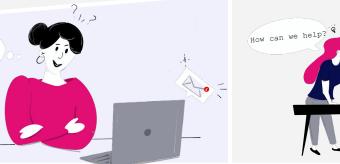


1.From research to bid



We do research in order to identify potential conferences to be held in Copenhagen and identify potential conference hosts.





Advisory
Meeting

We arrange and plan advisory meetings for our partners and potential Danish hosts in order to submit the best bids.



Association publishes invitation to bid and/or submits invitation to interested parties.



Hopefully we are considered as host city!

See what you can do and how we at Wonderful Copenhagen are helping.



We visit associations and clients to present Copenhagen

We send out motivation emails to

international associations to find out

potential Danish hosts and/or

if there's an interest in CPH.



Here's what you can do

- Participate in different Meetingplace network meetings and workshops to get more information about future conferences and events and meet other Meetingplace partners.
- Visit our website and learn more about how to implement user-oriented methods to get closer to your customers and use the methods to dive deeper into your customers' different touchpoints on their customer journey.

 Hospitality with Excellence
- Keep yourself updated via Wonderful
 Copenhagen Congress Calendar, our CVB
 Linked'In page and our Meetingplanner
 Guide.



Here's how we at Wonderful Copenhagen are helping

- We inform our partners about our research findings and needs of potential associations.
- We inform our partners about open request for proposals where needed.
- We involve our partners in advisory meetings and co-creation when possible.
- We share knowledge about potential business opportunities and upcoming events.

