



TeamMate 360: Benefit for SMEs in agriculture



TeamMate 360:

V.H. Consulting Ltd,
Varna Bulgaria

**Mr. Vladimir Vladimirov –
Manager & Co-owner**

“I find it extremely useful for SME managers to use the T360 online assessment tool. It enables the manager to see himself with the eyes of his colleagues and clients and to improve his communication with people with whom he works remotely”. Vladimir Vladimirov – Manager and Co-owner

Summary

V.H. Consulting is a registered agricultural producer and trader of equipment and systems for grain storage and handling. The company covers the local market with recent expansion to Romania. Its suppliers are well-known European manufacturers like Allan Williams and Co. (UK), Brice-Baker Co. (UK), Scandia-Elevator (Sweden), J&H (Netherlands), Supertech Agroline S/A (Denmark), Kongskilde S/A (Denmark), A-Schmelzer GmbH (Germany).

Challenges

The company’s customers and suppliers are located in different places all over Bulgaria and abroad. Company management should be able to respond quickly to farmers' demands, especially in the event of a collision during the harvesting. The skills to plan the

team's work to respond quickly and to exploit technology for remote communication both with the clients and suppliers, are important for the company success.

T360 Assessment

The company's manager Mr. Vladimirov took part in the T360 On-line assessment. A follow-up discussion with a T360 certified facilitator helped Mr. Vladimirov to understand the feedback from the T360 Individual Report.

The Outcome

The evaluation outcomes showed a higher level of perception by external customers and suppliers than the manager's self-perception. This is somewhat related to the good image of the company whose face is the manager.

Results and Future Plans

The results of the participation of an SME manager from the agricultural sector in the pilot testing of the T360 tool are more than encouraging. They allow for a wider application of T360 on-line assessment in areas that are traditionally considered to be resistant to innovation.

"I am delighted to have participated in the T360 project evaluation. This gave me the opportunity to get a glimpse of my performance as a remote manager working with people from different cultures, occupations." Vl. Vladimirov



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Teammate 360 is a project funded by the Erasmus+ programme.

The project aims to help managers and enterprises involved in the management of remote workers and virtual teams.

During the project, managers completed a 360-degree skill assessment and took part in a course called The Remote Manager.



For further information visit:

<http://teammate360.eu>

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