**Global Certification Centre of**

**Credit Management Practitioners**

GCMP Headquarters

121 Lower Baggot Street

Dublin 2, D07 FD45,Ireland

 **www.globalcmp.net**

14 February 2017

In June of 2016 a group of senior credit professionals met at the World Credit Congress in Bucharest, Romania to discuss a methodology, whereby access be extended, for career advancement to associates that currently lack the capability or the proximity to gaining a formal qualification. It was determined that the best vehicle would be an online process recognizing the credit and collections employment history of an associate, and establish a record and furthermore provide recognition to that associate. For this reason the Global Certification Centre of Credit Management Practitioners (**GCMP**) was established.

The offering of the **GCMP** is to:

• Certify the practical experience of a Credit Management Practitioner in “Best Practice Credit Management”

• Provide an eLearning reference workbook in the “Best Practice of Credit Management”

• Inform Credit Management Practitioners of relevant events in the Credit Management Industry, globally.

• Put Credit Management Practitioners in contact with Associations, Institutes, Businesses and other Credit Management Practitioners to further their careers.

The objective of the **GCMP** is to:

* Establish the basis for confirming a basic core of knowledge, based upon work experience in Credit Management.

• Provide Practitioners, possessing experience in Credit Management, with a process to demonstrate it and be recognised.

• Create an awareness of the competency of Credit Management Practitioners to certified markets.

• Promote the Credit Management profession and Credit Management Practitioners.

Credit Management Practitioners who are successful in the certification process, will receive a **CMP** designation as proof. Further, **GCMP** is in a position to provide direction for those designation holders, wishing to pursue further interaction within the profession, by providing the location of chartered associations. To provide more advanced education and employment opportunities to the **CMP** designation holder.

Currently, 80% of all global sales are credit sales, indicating that the function requires a strong and growing profession. **GCMP** is targeting assistance to individuals who may not even know that the potential for recognition is available at a very attractive cost, and who will provide an informed base of credit and collection associates to supply the demand.

Since Small Businesses represent over 70% of all hiring in the markets, it comes as no surprise that this program will be very attractive to those sized companies least able to fund this benefit in the markets. For that reason, the **GCMP** Founding Board has contributed significant IP to the project and will continue to develop and maintain strong value adding content and associate review processes going forward.

Our Proposal to you

As a valued partner in the Credit Management and Collections Industry we are seeking your assistance in this project and in return we offer brand visibility into these markets and individual Credit Management Practitioners on a global scale.

* Visibility and exposure offered to you could include, but is not limited to:

\* Your business logo, description of your business, products and services - to be promoted on the PARTNERS page of the **GCMP** website (www.globalcmp.net).

\* Links back from the **GCMP** website to your website.

\* Links to relevant articles (or the articles itself) to be published on NEWS page of the **GCMP** website.

\* Promotion of relevant events, hosted by you, on the NETWORKING page of the **GCMP** website.

* Assistance sought in return for the visibility offered:

\* a once off sponsorship from yourself, and / or

\* an on-going or yearly sponsorship by yourself.

Should you be interested in being part of this valuable exercise? Please reply to us with your thoughts. Sponsorship values may be discussed and obviously it should be in-line with your expected return on investment made in advertising.

Not only will the **GCMP** certification program identify a more extensive base of associates, it will enable a stronger population of future mid- and high-level credit and risk managers to drive global profitable trade.

The **GCMP** certification process was globally launched in February 2017 offering businesses, like yourselves, the exposure to, what we believe, is a market of practicing credit manager practitioners seeking recognition for the practical experience.

We thank you in advance for your consideration and assistance in bringing this program to market.

Regards,

The Founding Board of **GCMP**

Josef Busuttil - Europe & Middle East.

Declan Flood - UK & Ireland.

JH Eugenè Joubert - Africa, Mauritius & Madagascar.

Luis Eduardo Perez Mata - Central & South America.

Prof. Patrick O. Connelly - USA, Canada & China.

Dr Tjaart P van der Walt - Namibia, Australia & New Zealand.

For further details please contact Declan Flood at Declan@icmt.ie