



Unlocking International Growth

Flexible Business Development



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1. Discovery & Consultation

Understanding Your Needs

Goal: Identify your objectives, markets, and the right approach.

What happens: You schedule a short introduction call with Grenzlos.

- Together, we define your ideal customer profile (ICP), key markets, and measurable KPIs.
- We assess whether you need a Monthly Managed Service or a Fixed-Term Campaign.
- You receive a transparent proposal with timeline, deliverables, and pricing.

Outcome:

A clear roadmap outlining how Grenzlos will help you expand, generate leads, and build visibility abroad.



GROWTH

TEAM
WORK

SUCCESS

INNOVATION



2. Onboarding & Setup – Laying the Foundation

Goal: Prepare the outreach cadence, targeting, and tools for launch.

Step 1

The client completes a short onboarding form to define:



- Ideal Customer Profile (ICP)
- Company size & target industries
- Geographic focus & preferred markets

Grenzlos reviews the form and conducts a kick-off call to confirm messaging tone, goals, and priorities.

Step 2

Set-up of cadence & outreach system:



- Build and personalize the outreach cadence (LinkedIn & Email)
- Configure CRM and contact tracking (HubSpot)
- Approve messaging templates and outreach strategy

Together with the client, Grenzlos selects the first geographic area to focus on for the campaign launch.

Outcome:

Your campaign is fully structured and ready to go live — with a clear ICP, targeted region, and personalized outreach cadence.



1. Immediate productivity

No recruitment, onboarding, training, or internal ramp-up time.

2. Stronger output than a junior full-time hire

Grenzlos brings proven frameworks, tools, and processes already in place.

3. No employer overhead

No taxes, social costs, insurance, equipment, training, or payroll risks.

4. Multilingual and cross-market outreach

Covering Austria, Germany, Switzerland, France, and broader EU markets.

5. Flexible and low-risk

If priorities change, you can scale up, reduce, or pivot instantly — unlike a fixed internal contract.

Why Cover the Role Through Grenzlos Instead of Hiring?



The Team

Julien Avedikian - Founder & Owner 🇫🇷 🇦🇹 🇩🇪 🇺🇸

Julien, is a French national, born and raised in Vienna, Austria.

Julien's international career began with a strong foundation in Hospitality and Business Management at **Vatel Switzerland**, where he lived from 2014 to 2017. During this time, he immersed himself in the prestigious Swiss hospitality scene, gaining valuable experience in Gstaad and Montreux.

Transitioning from hospitality to business management, Julien pursued a **Master's degree in International Business Management** with a major in Project Development at **Hult International Business School** in Dubai and Shanghai.

Julien enhanced his expertise in international business through his involvement with **Business France in Vienna** and the VIE Program, which paved the way for the **third chapter of his career in IT.**





Hugo Baratta-Dragono - Key Account Manager DACH



Hugo, was born in Vienna and grew up bilingual in French and German.

Through studies in business administration at the **Vienna University of Economics and Business**, as well as coursework in law and political science and extensive international travel, he developed a strong interest in global perspectives and cross-cultural collaboration.

He also gained valuable hands-on experience in the hospitality sector, including at the renowned restaurant “**Zum Schwarzen Kameel**,” where he learned to operate efficiently in a fast-paced, international environment.

Most recently, as an **Account Manager and Contract Controller at Zürichservice GmbH**, he managed client accounts, supported decision-making processes, and handled frequent B2B and B2C communication. Strengthening customer relationships and contributing to projects with international partners were central aspects of his role.

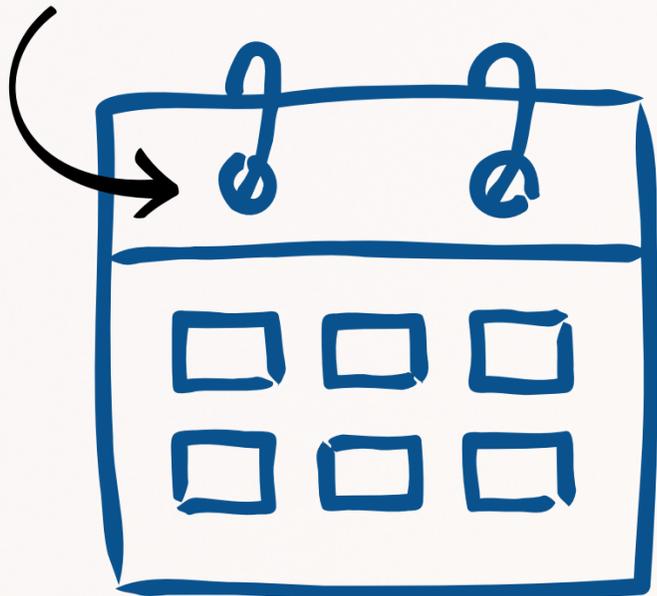
Fluent in German, English, and French, he communicates confidently in diverse cultural and professional contexts—an asset to any international or customer-focused position.

BOOK A MEETING (30 min)

FOLLOW THE LINK HERE

OR

SCAN THE QR CODE



TO ACCESS OUR SCHEDULING TOOL

**Looking forward to our
discussion.**





Grenzlos

GRENZENLOS WACHSEN, MENSCHLICH VERBINDEN

