



# ABOUT **FOOD**Department +35 YEARS

**LEADING AND MANAGING FOOD COMPANIES IN A VALUE-DRIVEN, GLOBAL, SUSTAINABLE AND DIGITAL ENVIRONMENT**

Developing a **global strategic thinking food community** to promote  
experience sharing and **business networking**

**santelmo**  
business school

A reference in top-level executive training.

A place for learning, reflection, inspiration, and a global center of excellence that focuses on people.



4

INTERNATIONAL PLATFORMS



#1

IN THE WORLD IN FOOD  
CHAIN TOP TRAINING



+75

AGRI-BUSINESS COMPANIES  
ON ADVISORY BOARDS



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CONTINENTS



+7.500

ALUMNI FROM AGRI-BUSINESS  
COMPANIES



BETTER PEOPLE, BETTER MANAGERS, BETTER COMPANIES, BETTER SOCIETY

# FOOD Department

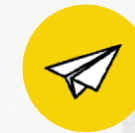
+35 YEARS

**SPECIALIZED**



## SCOPE

San Telmo Business School is **the only Senior Management School** in the world **specializing in the Agribusiness and Food & Beverage value chain.**



## MISSION

**TO DEVELOP A GLOBAL STRATEGIC THINKING FOOD COMMUNITY TO PROMOTE EXPERIENCE SHARING AND BUSINESS NETWORKING**



PRIMARY  
SECTOR



PROCESSING  
INDUSTRY



RETAIL/  
FOOD SERVICE



→ FOODepartment follows this knowledge and research map with trending topics for its sessions and cases.

- Buying criteria: Nutrition and well-being, ethics, environment, convenience, personalization
  - Brand leadership vs. cost leadership
  - Local brands vs. global brands vs. private labels
  - Optimizing assortment, promotions and channels
  - Omnichannel (O2O); e-commerce; direct-to-consumer (DTC); new models and players;
  - The era of platforms; delivery and aggregators
  - The rise of veganism
  - Nutritional labels (Nutriscore...) and regulations
  - Fake-news, "nutrition fanatics", no-nonsense nutrition
- 
- Strategic supply chain management
  - Raw materials: assurance and volatility
  - Traceability and food safety
  - The challenge of feeding the world
  - Ethical requirements: authenticity, animal welfare, labour conditions, etc.
  - Sustainability (resources - water, energy, land-, environment, economic impact)
  - Waste (plastics, etc.) and recycling
  - Food waste and circular economy
  - Shared value creation



- Discovering and approaching new markets
- Strategies in emerging countries: Latin America, Africa, Asia, etc.
- The world as the theatre of operations: sell, buy, operate, produce, etc.
- Global competitive strategies
- The boom of protectionism
- Competitiveness of the EU and the countries

- Alternative proteins, new ingredients, superfoods, personalized nutrition, etc.
- New ways to produce foodstuffs (cultured meat, precision fermentation, food as software, etc.)
- Biotechnology and life sciences
- Disruptive innovation, start-ups
- Smart farming/vertical farming
- Big data, Internet of things, artificial intelligence, blockchain, 3D, robotics, etc.
- The data economy
- Cybersecurity

**GOVERNMENT AND LEADERSHIP**

- Leadership and creativity in the digital era
- Volatility and political stability
- Corporate governance
- Corporate and Board finances
- Strategy and purpose of the company
- Talent (attraction and retention)
- Cooperation and alliances
- Diversification
- Culture and creation of an innovation environment/open innovation



***"You've heard of trends, why not find out how leaders manage them?"***

→ Between 20-30 new cases are written every year with their main players.



# TRAINING OFFER

## FOODepartment

VERSATILE

OPEN-  
ENROLMENT  
PROGRAMS

IN-COMPANY  
PROJECTS

IN PERSON

ONLINE

“LISTEN- HELP- JUST FOR YOU”



MANAGEMENT LEVEL	GOAL	COMPANY SIZE		
		BIG	MEDIUM	SMALL
Board, CEO, DG	Government	CCR		
	Strategic Thinking	ADECA		
Steering Committee		SEMESA/SAM/FAM FAMA	DEA	
Managers	Business Management and management skills, knowledge of the industry	DEA		
Executives called to occupy positions of greater responsibility within their companies	An accelerator of the knowledge and understanding of the food business dynamics	inFOOD		

	PRESENTIAL	ONLINE
Open-Enrolment Programs	ADECA, SEMESA/FAM SAM/FAMA	CCR, inFOOD, +DEA
In-Company Projects (PAM)	Deloitte, makro, E.Leclerc, Deoleo	sovena, ecoembes, METRO, consum, Pascual, Calvo, MAHOU SANMIGUEL, BIBF, DCOOP, AgROSEVILLA, alleanza delle Cooperative Italiane

Over 7.500 Alumni in Food related Programs

UNIQUE – TAYLOR-MADE – JOINT WORK

SAN TELMO ADAPTS TO YOUR NEEDS: PRESENTIAL/ONLINE, COMPANY SIZE, TARGET, TOPICS...

100% GUARANTEED BY **+75** COMPANIES AROUND THE WORLD IN  
**4** ADVISORY BOARDS WITH WHICH WE CONTRAST ISSUES, CASES...

**RIGOUR**

**IBERIA'S ADVISORY BOARD, since 1993**



**ITALIA'S ADVISORY BOARD, since 2015**



**FAMA-WEST AFRICA'S ADVISORY BOARD, since 2018**



**SAM-AMERICA'S ADVISORY BOARD, since 2021**



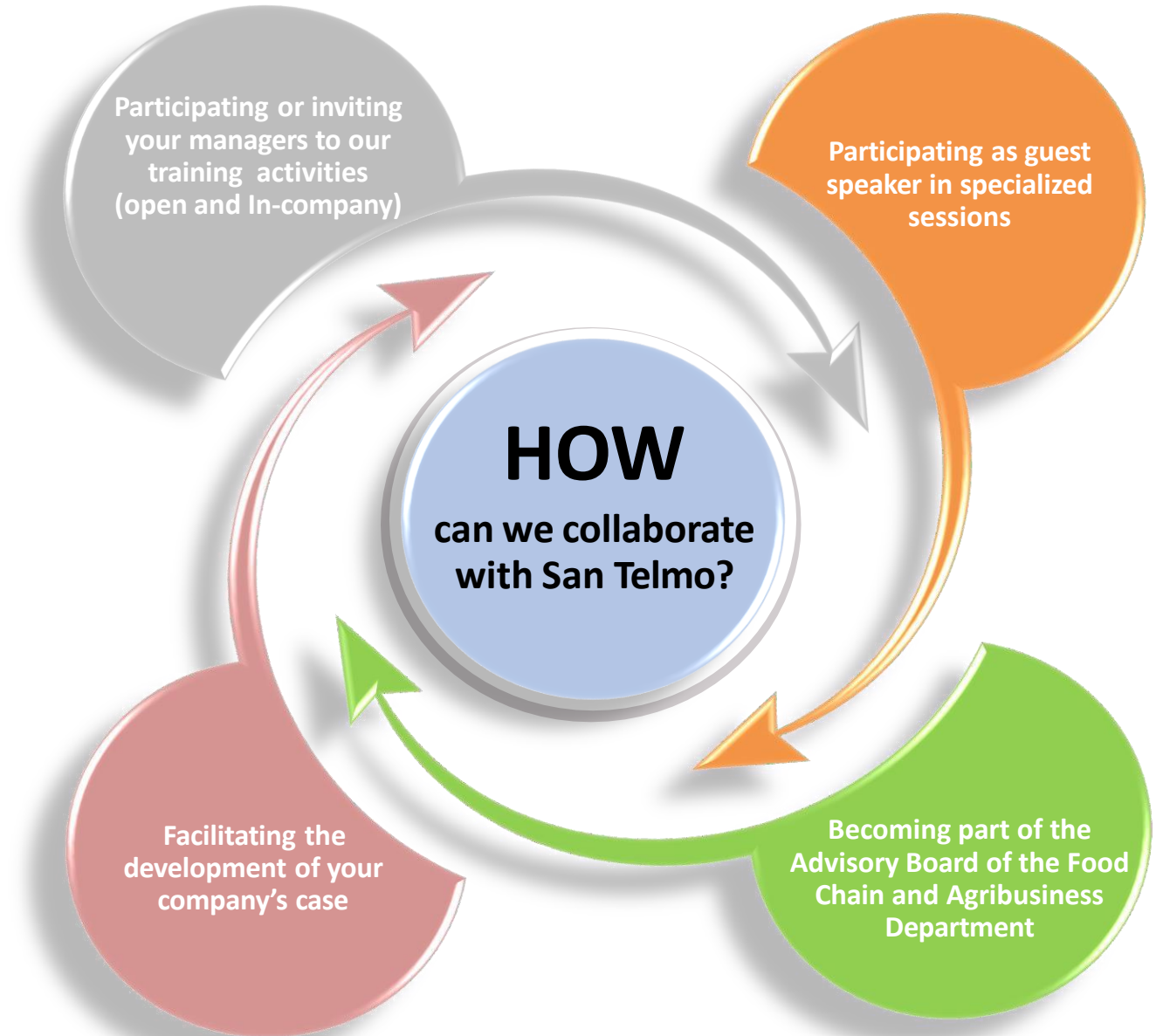
# HOW CAN YOU COLLABORATE WITH SAN TELMO?

*“San Telmo Business School’s goal is to work close to the leaders of the Food Chain companies and become a strategic partner in the training of their governing bodies, managerial teams, and related businesses”*

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business school

**FOOD**Department  
+35YEARS

***JOIN US!***





- There is a document that describes the activities carried out by the FOO Department.
- There is a specific dossier on In-company programs (PAM) at your disposal.

# FOOD Department

+35 YEARS

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**FOLLOW US**  
on social media!

**More information and contact:**  
San Telmo Business School

**FOOD Department**  
Avenida de la Mujer Trabajadora, 1. 41015 Seville  
Tel. 954 975 004

[www.santelmo.org](http://www.santelmo.org)  
[food@santelmo.org](mailto:food@santelmo.org)