

Working in Switzerland is a great opportunity

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Moving your own company to Switzerland is not the solution, going beyond national borders to work instead, is a great opportunity. For this reason we have to know the reality of that country very well.” This is what Davide Galli said at the beginning of the meeting on **“What to do to work in Switzerland.”**

Sala Napoleone was crowded and in the past few days all the reservations to take part in the meeting organized by **Confartigianato Varese** had run out. “The first keyword to work in Switzerland is ‘rule’: the rules that must be followed by the Italian entrepreneurs have become more severe and, in some cases, more restrictive. Additionally, there is very little to joke about obligations. Consider, for example, the new obstacles in the matter of the invitations of tender.”

The second keyword is ‘omission’: nothing is easy because the sanctions are very strict. An elucidation: people in Switzerland are as rigorous as in Italy, but there, the controls are prompt and accurate. And with no compromise.”

The knowledge and the in-depth analysis of the new regulatory requirements let the Italian companies work with peacefulness and, possibly, with more profits.”

Giampaolo Lamantia, accountant and expert in the fiscal and administrative aspects to be considered to work in Switzerland, has intervened to deal with the matter from a technical and regulatory point of view.

“For what concerns our collaborators, we have to consider that they will have to be payed as provided for Swiss collective contracts. This has to be clearly specified in the pay slips”, Lamantia explained with many other things.

Massimo Pagano dealt then the professions that are regulated in Switzerland. It is necessary, indeed, an activation procedure for working. “The acknowledgement is easy to be obtained once we present a petition. Even though the required time should be 30 days, actually three, four months are necessary. Sometimes a trade test can be required to verify the competences”.

The two experts presented much technical material that can be consulted on the association website.

“With the new norm, the presence of a Swiss fiscal subject is required to take part in the tenders with your own activity. It is necessary that people announce themselves and that they have a Swiss partner that will be the legal and fiscal representative”, Pagano continued.

Killian Bay dealt then the modalities with which people can work.

“The first possibility is to build a company under Swiss law. The SAGL is a corporate form similar to the Italian Srl. One of the condition is to have a manager who lives in Switzerland. The times of foundation are about 2-4 weeks and it costs about three thousand Francs. The second possibility is to found a branch. It can directly close contracts. Anyway the obligation of a representative who lives in Switzerland remains. The third possibility is the fiscal representation of companies which realise in the Swiss area good supplies or provision of services”.

The convention obtained a great success of participation in the meeting room with entrepreneurs who presented many questions. They will find a reply in the next few days on the association website.

Davide Ielmini and Michela Cancian managed the convention on behalf of Confartigianato Varese.

di [Marco Giovannelli](#) – traduzione di [Licata & Piva V.](#) (Reviewed by Prof. Robert Clarke)