

Business Request

Dutch sales representative seeks enterprises in the field of chemicals

Summary

This Dutch company is looking for partners in Austria, France, Germany, Italy and the UK who operate in the chemical industry and are in need of representation for the Dutch market. This company has extended experience in marketing and sales in the chemical industry and offers its services in the form of a commercial agency.

Creation Date	07 April 2015
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Reference	BRNL20150407001

Details

Description

This Dutch company is an independent sales representative for chemical enterprises that want to enter the Dutch market. The company has extended experience in marketing and sales in the chemical industry.

They offer a solution for small and medium sized chemicals producers who want to establish a customised professional sales representation on the Dutch market, without high investment costs and associated risks.

This company offers its services as a commercial agency and is looking for partners in Austria, France, Germany, Italy and the UK who operate in the chemical industry and are in need of representation for the Dutch market or want to restructure their actual presence.

Advantages and Innovations

- The company has a long-term international sales, marketing and management experience, as well as sufficient knowledge on chemistry (Master) in order to understand products and their uses.
- The company will operate on the basis of a marketing plan to be established in close cooperation. Flexibility with regard to cooperation and reward formats.

Technical Specification or Expertise Sought

This Dutch company seeks for partners who operate in the chemical industry.

Keywords

Market

008001017 Industrial chemicals
009003005 Consulting services

NACE

G.46.1.1 Agents involved in the sale of agricultural raw materials, live animals, textile raw materials and semi-finished goods
G.46.1.2 Agents involved in the sale of fuels, ores, metals and industrial chemicals

Dissemination

Restrict Dissemination to Specific Countries

Austria, France, Germany, Italy, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Dutch
German
French
Italian

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

This Dutch company seeks partners who:

- feel the need to either establish or restructure their presence on the Dutch market.
- are looking for a representation with high level of professionalism and orientation on the long term.
- are a producer of innovative specialty chemicals.

The chemicals concerned already have a market presence. The products should be innovative and/or competitive.

Type and Size of Partner Sought

SME 11-50, SME <10, SME 51-250

Type of Partnership Considered

Commercial agency agreement