

RESEARCH OF COMMERCIAL AGENTS & DISTRIBUTORS (not legally binding document)

EXHIBITION:

DATE:

1 – DESCRIPTION / DETAILS COMPANY

- Company name:
- Address:
- Contact person (name, e-mail, tel. and fax):
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- Web site:
- Main activity:
- Turnover: / % export: Number of employees:

2 – OBJECTIVES

Your target countries:

- Research of commercial agents
- Research of distributors

Target sales plan:

☛ Direct sales:

- Direct sales to end users (private, corporate)
- Direct sales to retailers
- Direct sales to chain stores/hypermarkets
- Other (please specify):

OR

-> Sales through a partnership with a go-between:

- Via one or several wholesalers
- Via one or several distributors
- Other (please specify):

Distribution networks presently used on your local market:

3 – YOUR EXPERIENCE ON THE TARGET MARKET

Have you already explored business opportunities in:

- Yes (please specify how & when):
- No

OPTIMEXPORT

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