

Spanish-English intermediary sales agent looking for opportunities to partner up with companies in the sector of manufacturing of industrial products, machinery, and mechanical engineering to help them enter or expand their presence in the Spanish market

Summary

Profile type	Company's country	POD reference
Business request	Spain	BRES20230426012
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Rita Elste - Tomsone	26 Apr 2023 25 Apr 2024	26 Apr 2023

General Information

Short summary

A Spanish-English agent is offering its trade intermediary services to companies in the sector of manufacturing of industrial products, machinery fabrication and mechanical engineering sectors, interested in selling their products in the Spanish marketplace and further develop any established links. She is looking for a partnership based on a commercial agreement.

Full description

The commercial agent has more than 14 years of experience working on the engineering sector providing purchasing/supplier services to businesses. Her aim is to develop and manage customers and establish a mutual, strong relationship with all parties involved.

Her experience is based on the procurement and supply of products within the engineering sector. The service will include:

- Search for clients and further develop strong trusted relationships
- Distribution channels to include distributors, retailers, and trading companies
- Manage contract and purchasing agreements
- Communication management with clients and setting up connections between parties

- Manage negotiations and decision-making processes
- Assist in issue management

She has experience in working for/with global companies, both as clients and as suppliers. She is fluent in both Spanish and English languages. She is and works from Spain and lived in UK 14 years.

Other sectors, besides from engineering, will be considered.

The sales agent is looking for partners under a commercial agreement.

Advantages and innovations

The main advantage is based on the experience that the agent can provide to the partner company. Experience in business operations from different sectors gained through sales agent-project management activities. Studied, lived, and worked in UK. Abilities to highlight include: good communication, negotiation, decision-making, problem solving, and high degree of collaboration and compromise.

The agent has experience in working in intermediary trade services.

Technical specification or expertise sought

She has experience in the manufacturing of robotic palletizing cells and collaborative robot applications. The agent is looking for companies specialising in equipment fabrication for industrial applications or mechanical engineering wanting to increase sales of their products in the Spanish market.

Other work industry experience includes automotive, textile and telecommunications industries.

Stage of development

Sustainable Development goals

- **Not relevant**

IPR Status

Partner Sought

Expected role of the partner

- Type of partner sought: Companies within the engineering sector looking to expand their current presence in Spain or wanting to enter the marketplace.
- Specific area of activity of the partner: The partner will primarily include companies working in manufacturing of industrial products, equipment fabrication for industrial applications or mechanical engineering. Other sectors will be considered.
- Task to be performed: Management of enquiries and purchase order to completion.

Type of partnership

Type and size of the partner

Commercial agreement

- SME <=10
- Big company
- SME 50 - 249
- SME 11-49

Dissemination

Technology keywords

- **02007008 - Iron and Steel, Steelworks**

Targeted countries

- **World**

Market keywords

- **08003007 - Other industrial equipment and machinery**
- **08002007 - Other industrial automation**
- **08002004 - Robotics**
- **08002003 - Process control equipment and systems**

Sector groups involved

- **Construction**
- **Mobility - Transport - Automotive**
- **Maritime Industries and Services**