

Polish company specialized in pharmaceutical and food supplement sector offering representation or distribution services is looking for producers interested in entering Polish market under commercial agency agreement

Summary

Profile type	Company's country	POD reference
Business request	Poland	BRPL20220411008
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Tomasz Krawczyk	11 Apr 2022 11 Apr 2023	11 Apr 2022

General Information

Short summary

The Polish pharmaceutical company acting as a commercial agency is offering distribution services to foreign companies interested to enter the Polish pharmaceutical and food supplement market with their products. The company is offering cooperation under a commercial agency agreement.

Full description

The Polish company acts as a commercial agent and specializes in introducing all kinds of food supplements and pharmaceutical products to the domestic market and enabling their sales. The company offers distribution and brokerage services for businesses, market development and representation for foreign manufacturers who wish to penetrate the Polish market.

Additionally, they provide a broad range of services aimed at the development of sales and market expansion through marketing and product development projects.

The company has strong contacts with leading retailers, distributors and manufacturing companies in a variety of areas in Poland. They know to create and tailor the best marketing platform for clients, which is suitable for the Polish market and to maximize the potential of the client's products.

The company's team expertise includes: increasing sales, managing commercial trade, improving profitability and commercial conditions, managing the point of sale, optimizing the shelf of space, analyzing markets and categories,

leading entry to new areas of activity and new targets, identifying sale opportunities and strong negotiation abilities. Behind the firm there are almost 30 years of experience in the Polish pharmaceutical market. The company has experience in the representation of foreign companies in Poland in both official and financial aspects. It intends to search and meet potential customers, prepare presentations, release products from customs, present the products and the manufacturer to relevant customers. They offer to create/implement new product introduction and marketing strategies in the Polish market, attract customers, manage customer services, prepare and conduct negotiations in benefit of the client, intermediary services, organization of sales structures, support in logistics, customs and legal processes. The company is looking to act as a representative under a commercial agency agreement.

Advantages and innovations

Technical specification or expertise sought

The Polish company is looking for reliable producers of food supplements, pharmaceuticals. The offered products should meet the standards of the state of Poland

Stage of development

Already on the market

Sustainable Development goals

• **Goal 3: Good Health and Well-being**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

Type of partner sought: Food supplement or pharmaceutical industry or trade organization.

Expected role of the partner and activity:

1. A company has to be a manufacturer of food supplements or over-the-counter drug (OTC) pharmaceuticals.
2. A supplier must have knowledge about the distribution of food supplements and pharmaceutical products. It will make it easier for the settled condition of cooperation.
3. Ensure continuous availability and supply of products, grant exclusive distribution right, provide marketing support.

The company is offering cooperation under a commercial agency agreement.

Type of partnership

Type and size of the partner

Commercial agreement

- **SME 50 - 249**
- **SME 11-49**
- **Big company**

Dissemination

Technology keywords

- **03004007 - Pharmaceuticals**
- **06001015 - Pharmaceutical Products / Drugs**

Targeted countries

- **World**

Market keywords

- **05007007 - Other medical/health related (not elsewhere classified)**
- **05007002 - Pharmaceuticals/fine chemicals**
- **09003004 - Distributors, imports and wholesalers**

Sector groups involved