

## ELMED IS LOOKING FOR INTERNATIONAL DISTRIBUTORS & RESELLERS



Maybe this is the keystone for your product range!

Within the further extension of our export distribution network you are offered a profitable cooperation opportunity with high quality products and professional support.

It is your choice to represent either the whole range of ELMED products and qualified services as an ELMED Distributor or to specialize in a certain ELMED products as an ELMED Reseller.

Of course both at a fair margin and professional support to grow the ELMED market in your region.

Learn more about the ELMED Distributor & ELMED Reseller Program at the following pages.

## ELMED DISTRIBUTORS



- ... inspire with expert advice and first-class service. Customers can count on professional assistance in the product selection and on expert advice and over 70 years of experience concerning the function and technology as well as the proper use of ISOTEST® devices and systems.
- ... assure short delivery times. ELMED distributors or service centres have local warehouses to guarantee that customers are able to access ISOTEST® products at short notice.
- ... offer a practise oriented training for ISOTEST® users and therefore significantly contribute to the personal safety of the tester, to the accuracy of the test results and as a consequence to the lifetime of pipelines, reactors, tanks and buildings.

## WHAT YOU CAN EXPECT FROM ELMED



- First-class products and market leadership in growth-oriented markets
- Attractive conditions
- A sole distributorship, a protected market segment or an exclusive protection
- Professional support in all phases of the sales cycle (expert advice on applications, technical service and troubleshooting)
- Product and application-oriented training in order to provide the best possible customer-driven solution
- Supply of brochures, marketing / presentation and information material
- Demonstration devices at special rates
- Assistance / financial support for participation in trade fairs and exhibitions
- Participation in professional online marketing (sponsored links, press releases, e-mail campaigns, training videos, newsletters, etc.)

## YOUR ABILITIES



- ✓ You are familiar with the requirements of "your" market and have successfully been selling technically demanding products for several years. (Products that require professional explanation)
- ✓ Your customer service and sales team stands out due to their customer focus, solid technical knowledge and expert advice.
- ✓ You develop the market strategically, client acquisition being one of your major assets.
- ✓ Your website is professionally designed and always up to date – you actively undertake online marketing.
- ✓ The existing sales capacities allow close customer liaison and service in the defined sales territory or market segment.
- ✓ You regard regular and strategic exchange of information as a basic precondition for a successful cooperation.

You want to become an  
ELMED Distributor?

**Apply Now!**

## ELMED RESELLERS



- ... inspire with expert advice and service. Customers can count on expert advice in choosing the adequate ISOTEST® device for their application.
- ... make use of ELMED's short delivery times and the global logistic networks to ensure that customers are provided with the products at short notice .
- ... tune into the specific customer needs and provide in assistance with the ELMED support team solutions to individual inspection tasks.

## WHAT YOU CAN EXPECT FROM ELMED



- First-class products and market leadership in growth-oriented markets
- Attractive conditions
- Competent application advice, technical service and trouble-shooting based on more than 60 years of experience
- Provision of brochures and extensive information material
- Demonstration units at special rates
- Participation in professional online marketing (press releases, e-mail campaigns, etc.)

## YOUR ABILITIES



- ✓ You are familiar with the requirements of your market and have successfully been selling technically demanding products for several years.
- ✓ Your sales team stands out for customer orientation, solid technical knowledge and competent assistance.
- ✓ You develop the market strategically, client acquisition being one of your major assets.
- ✓ Your website is professionally designed and always up to date.

You want to become an  
ELMED Reseller?

**Apply Now!**