

Partnering Opportunity

Profile status : Published

Business Request

Romanian company seeks suppliers for natural food products under distribution agreements

Summary

A Romanian company, which specialises in marketing natural products, is interested in diversifying its offering. To this end, the company seeks international business partners able to supply gluten, sugar, and lactose-free food products. Cooperation with the partners identified will be based on distribution agreements.

Reference BRRO20210510001

Details

Description

The Romanian company from Transylvania has been actively trading natural products since 2002. The company's portfolio includes 400 active clients, ensuring a national coverage of approximately 70%. The company's clients primarily include shops focusing on distributing natural products, followed by pharmacies and grocery stores.

The company is interested in identifying international business partners with the aim of diversifying the current product offering available for the national market. The Romanian firm is interested in gluten, sugar, and lactose-free food products.

Cooperation with the partners identified will be based on distribution services agreements.

Advantages and innovations

- The advantages of the Romanian company are:
- 9 years of experience in wholesale trade of natural products;
 - very good distribution (approx. 70% national coverage) and sales experience;
 - extensive client network on the Romanian market (400 active clients);
 - experience in international trade.

The company is interested in long-term cooperation.

Technical Specification or Expertise Sought

The Romanian company is interested in distributing food products (e.g. biscuits, wafers, candies) with the following characteristics:

- gluten-free,
- sugar-free,
- lactose-free.

The company seeks suppliers able to accept minimum orders of one mixed pallet.

Stage of development

Already on the market

Partner Sought

Type and Role of Partner Sought

The Romanian company seeks suppliers of natural food products able to meet company's requirements; potential partners include international manufacturers and/or distributors of food products.

Quantities and product categories will be negotiated with the suppliers.

Cooperation will be based on distribution services agreements.

Type and Size of Partner Sought

SME 11-50, SME <10,251-500, SME 51-250

Type of Partnership Considered

Distribution services agreement