

Business & Märkte Anfrage

A Romanian trade company is willing to find new suppliers of sweets and coffee

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Summary

A Romanian company, specialised in the distribution of packed food products in the retail market is looking for new suppliers in order to extend their portfolio, under distribution services agreements.

Description

The Romanian company was established in 1991 and they are one of the leading distributors of packed food products in Constanta county. The company has a wide range of products in their portfolio, over 100 producers, both imported and local brands, both food and non food.

The company is currently working with a broad network of over 3000 traditional stores in Romania, over 1000 petrol stations in the whole country and they collaborate with large retail chains in 300 more locations. They have a well prepared team of sales representatives that cover all the partners.

The Romanian distributor is willing to expand its products portfolio in what concerns sweets and coffee, according to the customer needs, thus to consolidate their market position. **Therefore, they are interested in finding suppliers of premium chocolate products (chocolate bars, chocolate tablets, pralines, truffles, etc), biscuits, wafers and packed coffee (both ground and beans).**

The partners needed could be either producers of these kind of premium products, or retailers that have these products in their portfolio. The company is willing to find a reliable partner, for a long term business relationship, for which they could act as distributors on the Romanian market.

Advantages and Innovations

- Long experience in retail markets
- Well known international partners (like Nestle, Ulker, De Silva, etc)
- ISO 9001:2008 certification
- Well trained, highly motivated and committed staff

Expertise sought

They are searching for partners with experience on the retail market and that can offer premium products: chocolate products (chocolate bars, chocolate tablets, pralines, truffles, etc), biscuits, wafers and packed coffee (both ground and beans).

The premium quality of the products is the most important criteria.

Requested partner

They are searching for partners with experience on the retail market, prefferably already engaged in trans-national cooperations and that can offer premium products suited for the local market.

Dissemination Countries

Austria, Brazil, Czech Republic, Germany, Spain, Croatia, Italy, Japan, South Korea, Poland, Portugal, United Kingdom