

Virtual Country Manager™

Connect Pacific provides our clients with a virtual office and virtual team.

The decision to set up a sales and pre-sales team in any country outside of your main office is a difficult one to make. In most cases, the local culture will be different to your own. The costs involved are often very difficult to ascertain – taxes, location, rentals, salaries. The marketplace and the valuable “who’s who” are difficult if not impossible to understand from a distance. All these factors conspire to make that decision all the more difficult.

Connect Pacific’s Virtual Country Manager service removes the guess work.

For an agreed fixed monthly fee, we will take ownership of the development of business “in country”, undertaking direct sales calls, pre-sales “show and tell” or finding the right re-seller or distributor for your products.

And, we are flexible on packaging the costs for this service. Connect Pacific has a proven track record and “risk reward” business development is our strength. We work to milestone events and outcomes which means you succeed when we do.

Here are some real examples.

- Fixed Monthly fee - \$8,000 USD – 12 months
- Milestone event (sign up re-seller with committed volumes etc.) - \$20,000 USD
- Commission on Sales – 10% on gross sales up to 6 months, thereafter 5% for 3 years

and ..

- Fixed Monthly fee - \$12,000 USD – 6 months
- Milestone event (locate first customer deal) - \$15,000 USD
- Commission on Sales – 4% on gross sales up to 2 years

We can tailor a scheme that meets your needs and delivers the results.

Contact us on info@connectpacific.com or +61 4 13 20 87 44 for more information