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**RADIOWORLD**

SmartBrief



**International  
Sales Team**



# Broadcast Manufacturers - Outsource Your International Sales

We all know that nothing beats a direct connection between you and your customers, but the most common strategies for developing export markets come with many problems. Foreign languages, time-zone barriers, local customs... plus the risks and costs of employing someone in an overseas country.

Our network of self-motivated, internationally based broadcast industry sales professionals solve these problems for you. They take on the role of directly representing YOUR products and services as YOUR international salesman. You maintain the relationship with the customer, you set the price, you control the financials.

We also remove the current international travel issues, the expenses and the risks associated with having your own sales force based overseas.

And International Sales Team is a fraction of the cost of employing your own people.

You know how resellers and distributors control international markets for you as they have the customer relations, they set your selling prices and you have to compete with a catalogue of other product lines for their attention. At the other extreme, opening your own international sales offices comes with a whole range of complications including high costs and local employment regulations.

So, we thought how great it would be if there was a service that provided you with your own sales reps; your own people who would present themselves to your customers as your representatives, but without all the overheads and risks of owned subsidiary offices.

We call that International Sales Team (IST)

Want to know how much it costs, how does it work, when can we start..... [visit InternationalSalesTeam.com](http://InternationalSalesTeam.com) or contact Partner Manager, Charlie Day [Charlie@InternationalSalesTeam.com](mailto:Charlie@InternationalSalesTeam.com)

**Learn More**

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