

# Czech certification and testing company is looking for commercial agency agreement with partners from Baltic countries and Japan in the field of heat, electrical and mechanical equipment

## Summary

Profile type

**Business Offer**

Company's country

**Czechia**

POD reference

**BOCZ20240118014**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

- **Lithuania**
- **Latvia**
- **Estonia**
- **Japan**

Contact Person

**Noriko MITA**

Term of validity

**18 Jan 2024**  
**17 Jan 2025**

Last update

**31 Jan 2024**

## General Information

### Short summary

The Czech company is providing comprehensive services in the field of testing, inspection, certification and training. The target areas of the cooperation are mainly the heat technologies in general as well as other areas within its official scope. The company is looking for a reliable sales representative who would represent the Czech company in these territories. The cooperation on the basis of commercial agency agreement is considered.

### Full description

The Czech company is a European community notified body for conformity assessment under European legislation and is also a recognised laboratory or certification body for a number of international certification brands.

The company is offering professional services in the field of testing, inspections and certification and in launching of companies products in the EU market.

A Czech testing company is seeking cooperation with local sales representatives in Estonia, Latvia, Lithuania and Japan for cooperation under commercial agency agreement.

The company is cooperating with many partners around the world and would like to broaden its activities to target countries.

They need a reliable sales representative who would represent the company in these territories and look for



customers from the field of local heat, electrical and mechanical equipment, as well as to manufacturers of various types of consumer goods, and to search for new business opportunities.

This promotion and business activity of the searched-for business representative will depend on his or her own work time dedication, which could be adjusted according to his or her needs.

The Czech company accepts any time-based form of cooperation, while preferring such a scheme where the business representative devotes sufficient time capacity to the Czech company so that this time capacity can be devoted to assigned tasks in order to identify local customers, take care of their needs, and develop further business goals for the given territory.

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### Advantages and innovations

The company offers its services in the field of conformity assessment, placing of products on the market, testing, inspection, certification, and training. It can demonstrate its professional competence with many accreditations, while acts as a Notified Body (NB 1015) on the EU market, where it assesses conformity according to European legislation. It also acts as an accredited and approved laboratory for a number of certification marks recognized worldwide. Company's foreign activities include both the European Union and many other countries, whether it is partners from other certification and testing organizations or direct representation through sales representatives who operate in different parts of the world.

The company has following certification:

TIC company (Testing, Inspection & Certification) with more than 100 years of experience (est. 1898) and a worldwide scope of activity

EU Notified Body (NB 1015)

Accredited:

Testing Laboratory, Certification Body for Products, Management Systems and Persons, Inspection Body and Calibration Laboratory

Other competencies

MCS (for UK), ENplus®, Flamme Verte, DVGW and DIN CERTCO (German-speaking countries), UIAA (alpine equipment), EHPA (heat pumps), IQ Net, SIL, EPA approved Lab and many others...

Services for:

Gas appliances (GAR, BED), heat pumps (HP Keymark, MCS), hydrogen energy (fuel cells), radiators (RADMAC), local appliances burning solid fuels (EPA), pellets (ENplus brand), machinery (MD), electrical equipment (incl. LVD, EMC), e-mobility (e-bikes, scooters, etc.), pressure equipment (PED, SPV, TPED), technological units, nuclear equipment, and many others...

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### Technical specification or expertise sought

The company searches for a local business representative and expects from him the following:

- Professional approach
- Reliable activity focused on success
- Active cooperation based on company marketing campaigns within Baltic countries market
- Diligence and adherence to companies corporate policy
- Spreading the good name and brand of the Czech company among local manufacturers in Baltic countries
- Native speaker (verbal and written) or a person fluently speaking any of the languages being frequently used on the given territory
- Honesty and compliance with agreed terms

The Czech company can offer:

- Good references from satisfied customers in other European countries
- Rich experience with other cooperating sales representatives throughout the world
- Incentive reward based on a commission scheme (details at personal meeting)
- Professional approach of a dynamically developing company on various global markets
- Great potential for long-term cooperation
- Serious negotiations and fulfilment of all contractual conditions
- Marketing support for the activity of our business representative abroad

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### Stage of development

**Already on the market**

### Sustainable Development goals

**• Goal 17: Partnerships to achieve the Goal**

IPR Status

## Partner Sought

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### Expected role of the partner

The company is looking for a suitable business representative for Latvia, Lithuania, Estonia and Japan. It is looking for either an independent entrepreneur or a consulting company that can provide intermediary activities in the required territories.

### Type of partnership

**Commercial agreement**

### Type and size of the partner

- **SME <=10**
- **SME 11-49**

## Dissemination

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### Technology keywords

### Market keywords

- **03004002 - Components testing equipment**

### Targeted countries

- **Lithuania**
- **Latvia**
- **Estonia**
- **Japan**

### Sector groups involved