

# German manufacturer and supplier seeks established sales partner for long-term collaboration to represent professional, mobile air humidity systems

## Summary

Profile type

**Business Offer**

Company's country

**Germany**

POD reference

**BODE20250221012**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

- **India**
- **New Zealand**
- **Japan**

Contact Person

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Term of validity

**21 Feb 2025**

**21 Feb 2026**

Last update

**21 Feb 2025**

## General Information

### Short summary

A German company of professional, mobile air humidification, dehumidification and purification systems is seeking an established sales partner for long-term collaboration to represent the brand. The ideal partner should have experience in selling air conditioning units and be able to provide reliable and permanent representation for the brand in the country.

### Full description

The German manufacturer and supplier of professional, mobile air humidity systems has been on the market since 1928 and has established itself as a trusted brand in many countries around the world. The company offers humidifier, dehumidifier, air purifier, humidors, measuring devices. In addition to these products a spare parts supply is provided. The devices are modern and equipped with WiFi and cloud connection, making them suitable for online sales. They can be used quickly and flexibly without installation effort and have many possible uses, such as health, industry, maintaining the value of art objects, laboratories and storage. The devices are also helpful for managing allergies, pollen, and air pollutants. The company is looking for an established sales partner for a long-term collaboration who will take over the brand representation and customer service. The partner will be responsible for independent trading, country-specific marketing and pricing, customer support in the after-sales area and selling the customer products.

## Advantages and innovations

- European production
- Niche product with low competitive intensity
- Established in many countries (Europe, Korea, China, USA, Russia)
- Professional product equipment
- Quick and flexible use without installation effort

## Technical specification or expertise sought

## Stage of development

**Already on the market**

## IPR Status

## IPR Notes

## Sustainable Development goals

**• Not relevant**

## Partner Sought

## Expected role of the partner

The ideal long-term partner will act as an independent trading partner who will be responsible for country-specific marketing and pricing, providing customer support in the after-sales area and selling the customer products. The partner will also be expected to contribute to the long-term development of the brand in the relevant country. To fulfill this role, the partner should have experience in sales of goods, technical understanding for room climate and brand building.

## Type of partnership

## Type and size of the partner

## Commercial agreement

- SME <=10
- SME 11-49
- SME 50 - 249
- Big company

## Dissemination

### Technology keywords

### Market keywords

### Targeted countries

- India
- New Zealand
- Japan

### Sector groups involved

- **05007007 - Other medical/health related (not elsewhere classified)**
- **07004004 - Housewares**

## Media

### Images

[B200\\_6\\_klein\\_ohne\\_Logo\\_0.jpg](#)

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