

BOSNIAN:

Remote Control Technology GmbH traži strateške distributivne partnere za proširenje tržišnog prisustva. Potencijalni partneri trebaju biti registrovane kompanije s iskustvom u industrijskoj automatizaciji, mjerenju ili daljinskom nadzoru, s postojećom bazom klijenata u sektorima poput nafte i gasa, energije, hemijske industrije ili tehničkih gasova. Distributer mora imati tehničke kapacitete za podršku kupcima, uključujući poznavanje ATEX okruženja, senzorske i IoT tehnologije, kao i spremnost na kontinuiranu obuku. Potrebna je posvećena prodajna ekipa sa B2B iskustvom, sposobna za lokalnu promociju brenda i učešće u zajedničkim prodajnim aktivnostima. Idealni partneri imaju razvijenu infrastrukturu za logistiku, korisničku podršku i usklađeno poslovanje sa trgovinskim propisima. Također, tražimo partnere otvorene za inovacije i dugoročnu saradnju, koji prate tržišne trendove i pružaju povratne informacije. Cilj nam je zajednički rast kroz tehnološki napredna rješenja.

ENGLISH:

Remote Control Technology GmbH is seeking strategic distribution partners to expand its market presence. Potential partners should be registered companies with experience in industrial automation, measurement, or remote monitoring, and have an existing customer base in sectors such as oil and gas, energy, chemical industry, or technical gases. Distributors must have the technical capabilities to support customers, including knowledge of ATEX environments, sensor and IoT technologies, as well as a willingness to engage in ongoing training. A dedicated sales team with B2B experience is required, capable of promoting the brand locally and participating in joint sales activities. Ideal partners have established infrastructure for logistics, customer support, and compliant operations with trade regulations. We are also looking for partners open to innovation and long-term collaboration, who monitor market trends and provide feedback. Our goal is mutual growth through technologically advanced solutions.