



IBT OPENS DOORS TO INTERNATIONAL TRADE

BECOME OUR **SALES REPRESENTATIVE** IN THE
CONSTRUCTION & RENEWABLE ENERGY SECTORS

[**www.ibtprojects.com/represent-us**](http://www.ibtprojects.com/represent-us)

**IBT: A NETWORK OF OVER 1.000
CHINESE MANUFACTURERS FOR
ALL SOURCING NEEDS**





OPPORTUNITY

International Business Trading Ltd, Global Broker, is deeply expanding the sales network by partnering with motivated agents in each country to promote high-quality sourcing solutions from China in the **CONSTRUCTION AND RENEWABLE ENERGY SECTORS**.

Rely to IBT commercial network means being able to receive constant support and update to best assist your clients in identifying reliable manufacturers through a single experienced partner – IBT – and managing international procurements with confidence and efficiency.

We invest our time in training and assisting the agents because.... **THEIR SUCCESS IS OUR SUCCESS!!**

IBT agents are granted **exclusive rights for the specific projects** they introduce and that are formally accepted by IBT.

There is no territorial exclusivity in place.

This means that agents are free to propose supply contracts outside their own country, and IBT reserves the right to work with multiple agents within the same territory.

WHAT WE OFFER

MAIN REQUIREMENTS

- Knowledge of Contractors, Developers or Distributors Procurement department in the Construction and/or Renewable Energy sectors
- Proficiency in Microsoft Office package
- Self-reliance and efficiency in achieving their business goals

COLLABORATION TERMS

- Renewable 5 years duration Broker Agreement
(Model Form on request to contact@ibtprojects.com)
- No entry Broker Fee
- Commission 5% FOB amount
- Type of work: Freelance
- Customised email address, brochures and business card

IBT SALES NETWORK AFFILIATION PROCEDURE

1. The candidate will fill out and submit the WORK WITH US form at the following address:
<https://www.ibtprojects.com/represent-us/>
2. If the application evaluation is positive, IBT will send the candidate a draft of the Broker Agreement
3. The candidate reviews the document
4. If the candidate wishes to obtain more information regarding the contract terms, he may request clarification at: legal@ibtprojects.com
5. If the candidate confirms interest, confirmation must be sent to: contacts@ibtprojects.com
6. Upon receipt of the confirmation of interest, a customized version of the Broker Agreement will be prepared and sent to the candidate
7. The candidate signs the contract according to the instructions received from IBT and sends it back to: contacts@ibtprojects.com
8. At this stage, and at the discretion of the IBT Sales Director, a video conference with the agent may be requested
9. IBT will sign the contract in turn and provide the Agent with the following:
 - Certificate of Mandate
 - Customized Brochure and Business Card
 - EPAF (Export Project Application Form)
 - IBT email address
10. The date and time of the Zoom/Teams training session (in English or French) will be communicated to the agent

**INTERNATIONAL
BUSINESS TRADING Ltd.**

Unit 803, 8/F, Tai Tung Building
8 Fleming Road, Wanchai, Hong Kong

BUSINESS BROKER



CONTACTS

For any inquiry, please contact us
at **export@ibtprojects.com**

www.ibtprojects.com/represent-us

GOALS

Partnership

BUSINESS

TEAM

TEAMWORK

TRUST

COLLABORATION