

Partner

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Make Us Your Indian Partner Expand At A Faster Pace

If you are a large exporter seeking deeper commitments (and the concomitant gains) in India, you have come to the right place. India is a high-growth opportunity, because it promises a huge, stable and enabling business environment.

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[About BSB](#)

AS YOUR PARTNERS, WE HELP YOUR LONG-TERM PLAN TO BE PART OF THE INDIA GROWTH STORY

- Market Survey of your exportable commodity
 - To identify potential high-volume target importers, regions where commodity uptake is highest, understand its market better
 - To explore other commodities as your potential exportable
- Product Analysis, Feasibility Study
- Set up infrastructure specific to your needs
 - Create the necessary roster of suppliers
 - Recruit and train people
 - Establish operation frameworks, departments, processes, etc.
- Handle all aspects of marketing
 - Creation and design of promo materials
 - Dissemination to relevant importer groups
 - Narrow marketing to interested importers
 - Customized offers to them and rigorous follow-ups on those
- Identify the best importer fit for you
 - Collect and manage a database of proven importers
 - Cold calls to proven importers to understand their requirements
 - Gather and organize their valuable feedbacks
 - Shortlisting of interested and positive importers
- Create and Manage a handy Product Sample Inventory
- The deal process and our services therein:
 - One to One meetings with Positive Importers
 - Finalize negotiations, contracts and advance payment terms between you and the importer
 - Share with them your loading photos / videos and shipping documents, and secure necessary approvals
 - Balance Payment follow-ups and collections
- Material inspection at Port/Factory of Importer for quality checks
- Preparation of Inspection Reports
- Ensuring smooth claim settlements, if any, along with validated claim settlement reports



How BSB Benefits You

- You focus on production / procurement; we focus on everything else, including sales, marketing, operations, etc. in India
- Dedicated Staff
- Local Infrastructure and Logistics support
- Better market knowledge and marketing
 - Market trends, seasonality, regional variations, etc.
 - Experience of local operating conditions, government agencies, region-specific procedures, etc.
 - Market access to a larger importer base across regions and demographics
 - Aggressive marketing through own Digital Marketing Agency
 - Advantages of branding tuned to the Indian market
- Faster trade (and gain) cycles
 - Speedier dispatch and feedback on samples from established inventory
 - Established channels and systems for better communication and processing
 - Development of efficient frameworks for swifter resolution of claims and the usual snags



Terms Of This Model

- We will charge a fixed monthly sum plus a commission on per ton basis on each and every trade
- We require 3 months advance amount of monthly fixed expense
- All KYC documents required at your end
- We too will share our own KYC documents with you
- D & B Report to be provided by you
- Representative Partner Agreement to be signed between Exporter and Partner, BSB
- Tri-party agreement for every trade between your firm, BSB and importer
- Non Disclosure Agreement (NDA) norms to be strictly followed
- Detailed contract will be signed separately



Our Commodity Categories

Currently, we trade in these products. This list will be expanded in the future. So, even if your exportable category is not here, do drop us a line.



Plastic Raw Materials – Prime / Recycled



Chemicals / Petrochemicals / Petroleum Products



Metals & Minerals



Old Corrugated Containers (OCC) / Waste Paper



Used Tyres



Other Industrial Raw Materials



BSB Brokers is the India based associate you need to enter, establish, or expand your presence in the world's fastest growing major economy.

[Learn more about BSB](#)



India

BSB Brokers LLP
(Identification No. AAT-8635)

509, 5th Floor, Shivalik Square, 132ft Ring Road, New Vadaj, Ahmedabad-380013, Gujarat

UAE

Nirumaa Fortrade FZE
(License No. 28945)

AFZ B1 – B.C. 1302939 Ajman Free Trade Zone Ajman, U.A.E - 932

Interested? Let us respond better.

Just fill in the form and we will get back to you within one working day.

[Send Inquiry](#)