



# Sales & Development

Service Description



**Baydrach**

Marketing and Development Inc

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# BAYDRACH MARKETING & DEVELOPMENT Inc.

Sales and Business Development

## Our services

### **Heavy Industry Network:**

With many years of experience in the region for the heavy industry (mainly Oil and Gas, Telecom, Infrastructure and Construction), a huge network of contacts from professional social networks, we use also of our memberships in numerous Business Association in the Region (Chambers of Commerce, Society of Petroleum Engineers, many businesses clubs in South East Asia), we have access to the highest profiles in the region. Our network of Business Association is also extended to UAE, France, UK, USA and many other clubs in Asia, Australia, and America...



Credit Pacific City Club Bangkok

### **Business Intelligence Team:**

This team, based in the Philippines, is analyzing the news from South Asia, South East Asia and Asia Pacific every day in order to collect and give all the information you need to be updated about projects, investment, development, politics, regulations and important evolution in the region. The team is also consulting all the specialized newspapers from our specific industries. Every week you can receive the important information regarding Oil & Gas, Infrastructure, Construction, Telecom, Pharmaceutical, Food Processing and the Marine Industry for your area of interest.

### **Business Development Team:**

An evolving Business Development Team dedicated to visiting prospects, partners and clients in South East Asia. All of our Business Developers work as ONE team, mutualizing information collected during their Business Visits, Business Trips, Conferences and Exhibitions. All of the relevant information for your business or industry is reported weekly to your department. You can contact our team anytime you have a question, suggestion or comment regarding the business in Asia. The team is here to help you sign contracts and have advantageous visibility over Asia, your industry, and the potential Development of your brand.

### **Dedicated Sales Agent:**

We can provide you with a dedicated Salesman/Saleswoman for your business. We handle everything for you, including but not limited to Salary, Taxes, Work Permit, Visas, Transportation, Insurance, Office, Management and Training (except the Technical training relating to your product and activity). Your dedicated agent will have access to our network, our regional activity reports and be supervised by our CEO. He/She will report all of their business activity to the person you will be appointing to the coordination with us. You choose his perimeter of activity and how much travel you want him/her to do in the region.



Address: XCM Building - 3rd Floor Aguinaldo Highway (KM24) Imus 4103, Cavite, Philippines

WEB : [www.baydrach.com](http://www.baydrach.com) MAIL : [contact@baydrach.com](mailto:contact@baydrach.com)

Philippines: +639174537815, Thailand: +6692584322, Myanmar: +959254391644, Other: +447452042408





## Become a partner and choose the package suitable to your needs



**Gold Package:** This package gives you a dedicated Sales Agent for the development of your activities in Asia. This agent is 100% dedicated to your account, he/she reports all the business activities to you, sends you Business Visits Reports, and calls at your requested frequency. Together, we set up KPI's and assess together the evolution of the Business Development. You give us your priorities, provide some technical training, and follow up the prospection and sales process. On our side, we handle all the administrative and management, from recruitment to payment of the salary, bonuses and commissions. We also take care of the flight tickets, visas, hotel rooms, local transportation during business trips, insurance, medical checkup, business visit schedules and the supervision of the day to day management.

Your sales agent will share with you all the information collected with our Business Development Team. He/she can also ask them to set up meeting for him/her during their own business trips. They have access to our Business Development Meeting, collecting a huge quantity of information, keeping them up to date about every project in the area, making them always sharper to bring business.

Finally, your dedicated agent has access to the weekly business report from our Intelligence Team and can share with you the **complete** report. This newsletter keeps you informed about the primary projects, investments and potential interest for you to develop with your agent.

*For these services we charge a monthly fee to cover our administration expenses. If a contract is signed for a project we charge a commission mutually agreed upon at the beginning of our collaboration.*

**Silver Package:** Gives you access to our Network: as soon as we meet someone with a potential for the development of your activity we set up a meeting to gather information. If the potential is confirmed and there is a deal coming we maintain the coordination with you over the technical and commercial negotiation.

You also have access to the Business Development Team; our business developers will set up dedicated meetings with our contacts, prospects, administrations and partners during their business travels. Every week this team meets and discusses their activities, share information and write reports about their visits. You'll receive Business Visit Reports with the name of the company visited and the department involved during the meeting, along with a summary over their activity and the information collected and valuable for you. You can always give a feedback or address comments and questions. Our team will put forth their maximum effort to get the answers and relay to you.

And finally, we give you access to the weekly business report from our Intelligence Team regarding your specified area. This newsletter keeps you informed about the primary projects, investments and potential interest for you to develop.

*For these services we charge a monthly fee to cover our administration expenses. If a contract is signed for a project we charge a commission mutually agreed upon at the beginning of our collaboration.*



**Bronze Package:** Gives you access to our Network: we're doing for you the Business Intelligence regarding your industry and a targeted area. If any potential is spotted and there is a deal coming we maintain the coordination with you over the technical and commercial negotiation.

We will focus our research in a targeted area, reporting any noticeable information.

You also have access to the weekly business report from our Intelligence Team regarding your specified area. This newsletter will keep you informed about the primary projects, investments and potential interest for you to develop.

*For these services we charge a monthly fee to cover our administration expenses. If a contract is signed for a project we charge a commission mutually agreed upon at the beginning of our collaboration.*





## Rates & Benefits

	Bronze	Silver	Gold
<b>Network Access</b>	✓	✓	✓
<b>Commission on Sales*</b>	✓	✓	✓
<b>Business Development Team</b>	X	✓	✓
<b>Intelligence Team</b>	Report as per Contract	Report as per Contract	✓
<b>Dedicated Sales Agent</b>	X	X	✓
<b>Exclusivity</b>	X	100 US\$/Month	✓
<b>Area</b>	To be defined, limited to 1 country, additional fee for more countries	To be defined, limited to 6 countries, additional fee for more countries	To be defined, all Area covered
<b>Monthly Fee</b>	200 US\$/Month	500 US\$/Month	To be defined following requirements
<b>Additional Country</b>	100 US\$/Month	50 US\$/Month	All inclusive (No Extra Cost)

*\*Commission to be agreed with Client upon signature of the Contract.*

- Every single agreement between "BAYDRACH MARKETING AND DEVELOPMENT INC." and any company shall be considered as individual and not sharable, partially or in its entirety unless preapproved by "BAYDRACH MARKETING AND DEVELOPMENT INC."

For SILVER and GOLD Packages a gentleman agreement shall be signed between "BAYDRACH MARKETING AND DEVELOPMENT INC." and THE CLIENT for non-recruitment of "BAYDRACH MARKETING AND DEVELOPMENT INC." assigned personnel to the Contract. A release provision can be negotiated upon signature of the Contract.

- A non-disclosure agreement shall be approved by THE CLIENT regarding any information received from "BAYDRACH MARKETING AND DEVELOPMENT INC."
- All Terms and Conditions shall be contractually approved by THE CLIENT upon signature of the Contract.
- One year payment upfront is required for BRONZE and SILVER Package.

