

Largest Sales Network in Africa

Sales.AFRICA

<https://sales.africa>

— Connecting African Sales Agents, Marketers & Distributors with Reliable Suppliers.

Problems with current B2B platforms

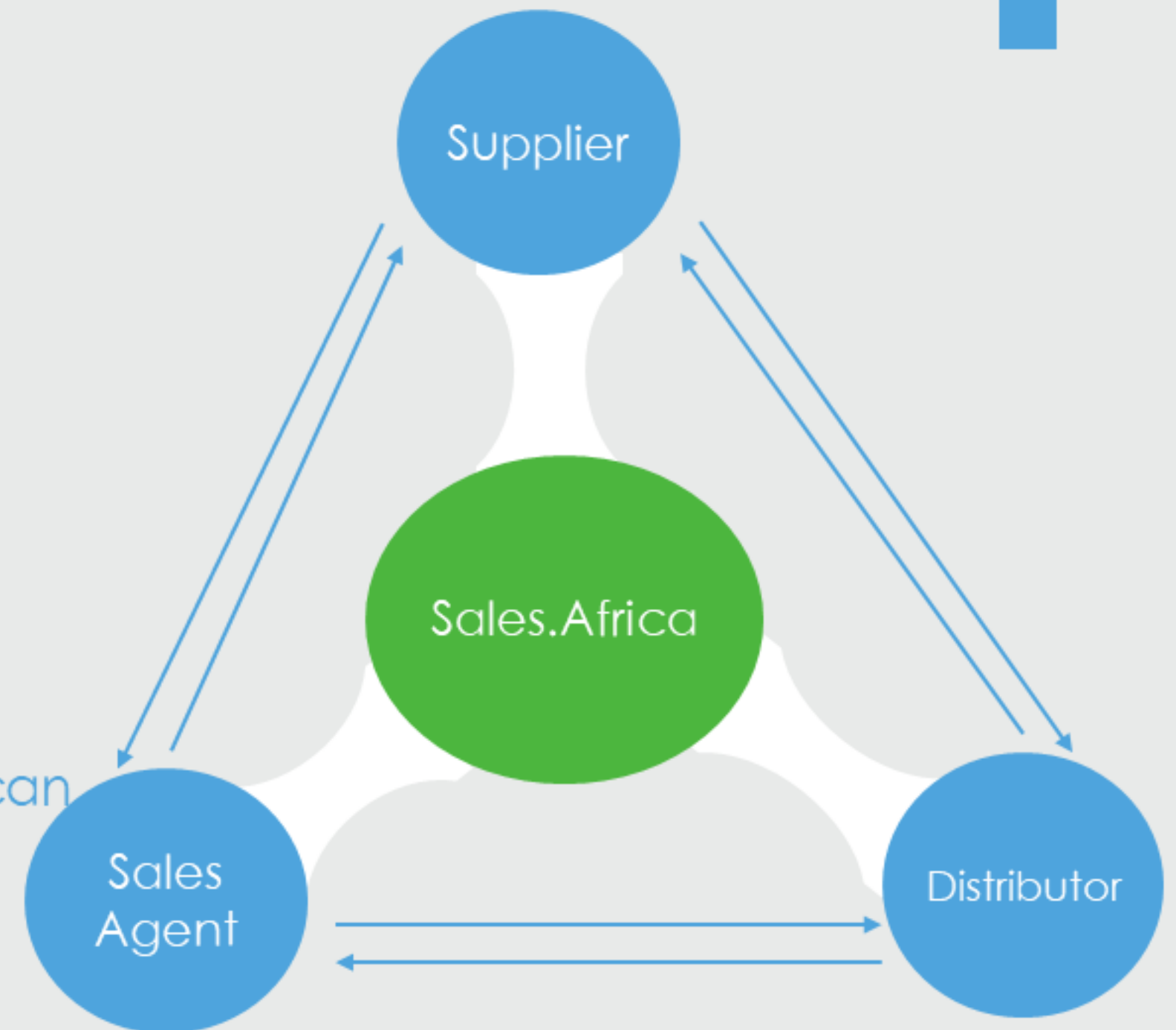
- Many suppliers and genuine manufacturers from China are not listed.
- It's difficult to determine if a supplier is reliable; some are not legitimate, and often, only promotional videos or photos of the company are available.
- Only photos or videos of products are provided; you must pay and wait for samples to arrive in your country
- The platform is not user-friendly for sales agents, marketers, and distributors, as it is unclear which companies are seeking partners in Africa.
- Some marketers/sales agents are concerned about getting commission from Chinese suppliers

How we solve the problems?

- All manufacturers and suppliers are free to list their companies on the platform. For suppliers without English-speaking staff, we provide full-time communication assistance.
- Manufacturers and suppliers **MUST** have a third-party inspection report, or we send our inspectors to do an on-site inspection before we approve them to be listed.
- We have a product shooting studio in China to display real products online, and a sample showroom is available in select African countries.
- Suppliers can post their demands for African sales agents, marketers and distributors on the Platform while candidates can submit their proposals.
- We protect interests of marketers and distributors as a platform that suppliers cannot afford to abandon.

How it works?

- We inspect suppliers to ensure they are genuine and reliable
- We verify distributors to ensure they are legitimate and committed to their business.
- Suppliers, distributors, sales agents, and marketers can connect and communicate with each other.
- Paid VIP members enjoy enhanced services, including access to inspection reports, the ability to submit and respond to RFQs, display and view samples in showrooms, and participate in training and events
- Additional activities are coming soon, such as group buying for distributors to save costs and selling overstock surplus products from suppliers.



Suppliers' Plan

Suppliers	Standard	VIP
Post demands	✓	✓
Product Catalog	✓	✓
Inspection Report	Visible to VIP members	Visible to VIP members
Priority in listing	×	✓
Receive Messages	✓	✓
Send Messages	✓	✓
Display Samples in African countries	×	✓
Reply to RFQ (request for quotation)	×	✓
Product video studio	×	✓
Company news	×	✓
Advertise on printed Sales.Africa magazine	×	✓
See who has viewed and contact viewer	×	✓

Sales Agents' Plan

Sales Agents/Marketers	Standard	VIP
View Suppliers Catalog	✓	✓
View suppliers Inspection Report	×	✓ (10 per day)
Respond to suppliers demands	✓ (1 per day)	✓ (10 per day)
Receive Messages	✓	✓
Send Messages	✓	✓
Visit Sample Showroom in African countries	×	✓
Post RFQ (request for quotation)	×	✓
Visibility to suppliers	Only VIP supplier can search and see	Visible to all suppliers
Search and contact suppliers (that haven't posted demands)	×	✓
Online training & events	Pay to attend	Free to attend

Distributors' Plan

Distributors	Standard	VIP
View Suppliers Catalog	✓	✓
View Suppliers Inspection Report	×	✓ (10 per day)
Respond to suppliers demands	✓ (1 per day)	✓ (10 per day)
Receive Messages	✓	✓
Send Messages	✓	✓
Visit Sample Showroom in African countries	×	✓
Post RFQ (request for quotation)	✓	✓
Visibility to suppliers	Visible to VIP suppliers	Visible to all suppliers
Search and contact suppliers (that haven't posted demands)	×	✓
Group buy from suppliers	×	✓
Overstock clearance from suppliers	×	✓

Founder, CEO



Lawrence Liu — Chinese entrepreneur with almost 20 years experience in international trade, exporting and product sourcing in China & Asia. He worked and stayed in Nigeria for 4 years and is an expert in China-Africa trade.

- Branch Manager (2008-2010), Lifemate Nigeria Ltd
- Former CEO (2011-2015), Builder Union Group
- Founder, Join4Biz partnership & investment platform
- Former General Manager (2019), China Town (Ojota, Lagos) China-Africa Business Center
- Former China Manager, Sourci Pty Ltd (Australian sourcing company)
- Founder & CEO, Sales.Africa

CEO Visited African Distributors



CEO with African business partners



Sign agreement with Nigeria country partner

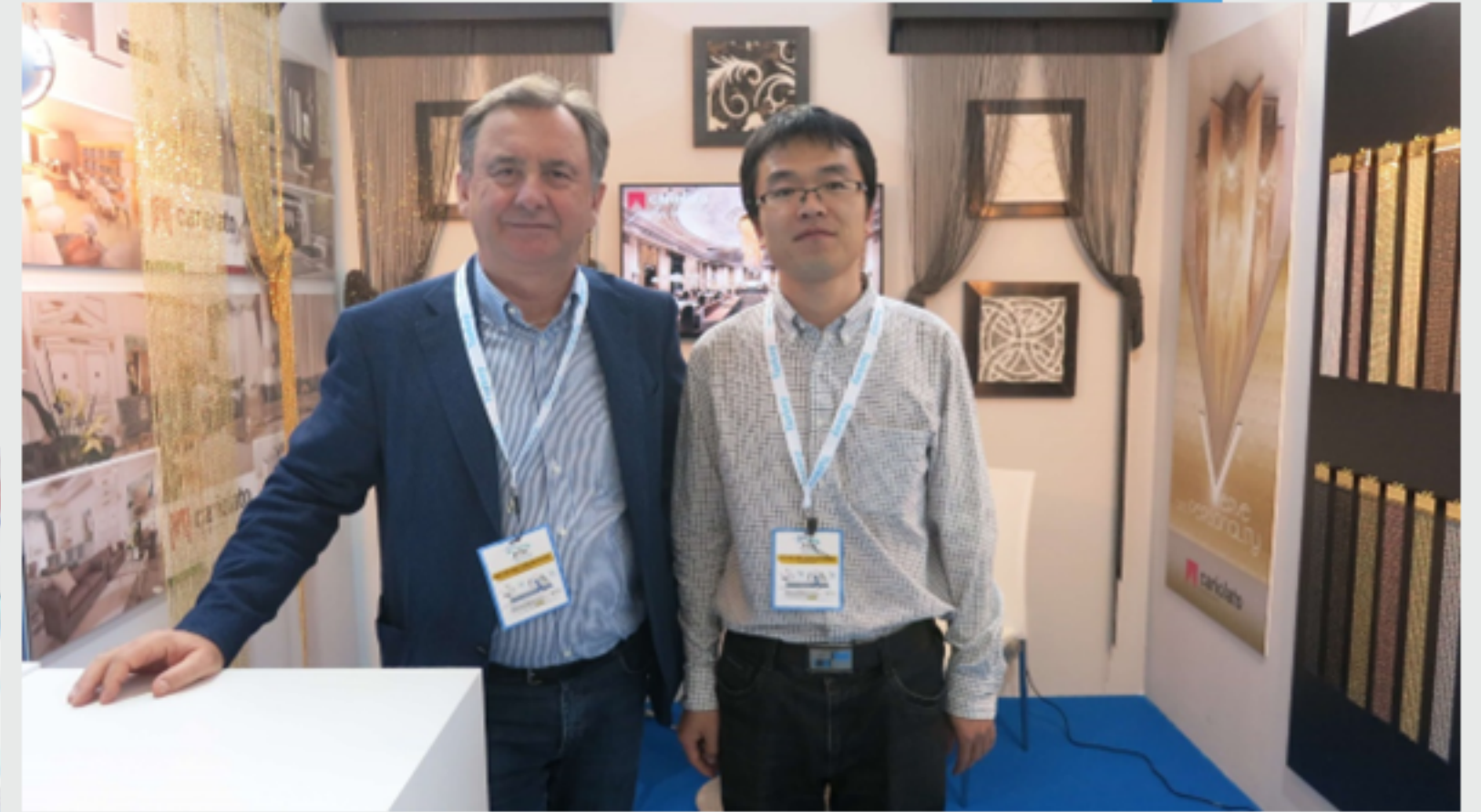


Together with African entrepreneur

CEO with International Suppliers



Invited by exporter from UK



Discuss business with Italian Supplier



Business Meeting with Supplier from UAE

Co-founder, COO



Fanie Steenkamp — South African entrepreneur with over 12 years of experience in the sales and trade industry.

He specializes in construction supply and worked with some of the biggest construction companies in South Africa like Concor, Group Five and Stefanutti Stocks, etc.

He set up his own company Diverco and he is good at driving business growth and fostering client relationships as well as creating positive and productive environments.

His diverse background and dedication to excellence enables him to navigate complex challenges and deliver outstanding results.

Country Partners Wanted

We are looking for County Partners in the following countries:

South Africa, Nigeria (N/A), Egypt, Kenya, Ethiopia, Tanzania, etc.

You need to have:

- Dedicated showroom/office to display samples
- Two full-time staff members
- Experience in import/trade/distribution

You will get:

- **Full Support**
Free samples with freight & custom duty paid, trade fair booth in your country, promotional materials, website, social media, digital marketing & branding
- **Profit Sharing**
50% of gross income from your country, including VIP members fee, membership fee for VIP suppliers from your country, group buying, overstock clearance selling, etc.



Country Representatives Wanted

We are looking for County Representatives in the whole of Africa

You need to have:

- Good experience in import/trade/sales/distribution
- Attend business meetings with headquarter
- Work based on results and commission

You will get:

- **Full Support**

Training, promotional materials, website, social media, digital marketing & branding

- **Profit Sharing**

20% of gross income from your country, including VIP members fee, membership fee for VIP suppliers from your country, group buying, overstock clearance selling, etc.



Showroom & Office (Nigeria)



Showroom Samples



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