

DDJ-AGENT is your Business Developer
for the Internet of Things (IoT)



Your Sales Agency: DDJ-AGENT primarily acts as an agent, starting up a local office or representation, with a focus on operation and field presence in mind. With this local point of contact, technology vendors get closer to their customers and users.

Your Marketing: DDJ-AGENT can bring his expertise in marketing, to help you establish a relevant channel strategy, propose tailored product adaptations, or translate your marketing materials to local sensibility and culture.



Sample Business Practices: creating a sales office, business/marketing/product planning, product introduction, market analysis, lead qualification, account penetration, bidding to RFQs, prospection, representation of services/tools/software/hardware vendors, coaching sales teams

How We Work: all representations are mission based with a clear definition of **objectives** and means to reach the goals. Here are some references for current and past representations: [aicas](#) [SITRE](#) [QNX](#) [TOHTEM](#) [SEMI](#) [ac6](#) [EFF'INNOV](#) [CALEO](#) [KDPOF](#) [VL ELECTRONIC](#) [Prevensia](#) [CYBERMED](#) [IoT Planet](#) [Klika Tech](#)



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