

WHOLESALE SALES & DISTRIBUTION

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: WHOLESALE IS A SYSTEM, NOT A BIG ORDER

Wholesale sales means building distribution channels: distributors, dealers, retail networks, wholesale buyers. I don't wait for a large client to come to me — I find partners, negotiate terms, and launch shipments. I work with pricing, logistics, inventory, and payment terms. Every wholesale partner is a channel that generates volume and stable revenue. I manage it all in CRM: volumes, terms, receivables, shipment plans.

2. WHAT I DO

Skill	How It Works
Finding Wholesale Partners	I find distributors, dealers, retail buyers through OSINT, tenders, trade shows, industry databases
Negotiating Terms	Price, volume, deferred payment, logistics, exclusivity, marketing support — I negotiate terms beneficial to both sides
Launching Shipments	First order, test batch, regular deliveries. I control from order to delivery
Channel Development	Volume growth, assortment expansion, adding new points. Up-sell and cross-sell in wholesale
Receivables Control	Tracking payments, handling overdue accounts, establishing payment discipline with wholesalers

3. PROCESS: FROM MARKET TO REGULAR SHIPMENTS

- Channel Analysis: I study how your product and its analogs are sold: distributors, dealers, networks, marketplaces. Where the gaps are
- Partner Search: OSINT, tender platforms, industry rankings, referrals. I find 20–50 potential wholesalers
- Qualification: Volumes, geography, reputation, creditworthiness, assortment. A/B/C ranking
- Negotiations: Delivery terms, price, minimum order, payment terms, returns. Contractual agreement
- Test Shipment: First order — validation of logistics, documentation, feedback
- Scaling: Volume growth, adding new SKUs, territory development through the partner

4. WORK FORMATS

Format	What You Get
Wholesale Sprint (4–6 wk.)	Find and launch 5–15 wholesale partners: from first contact to test shipment
Distribution Development	Work with current partners: volume growth, assortment expansion, new points
Retail Network Entry	Preparation and negotiation with retail buyers: presentation, terms, listing
Channel Audit	Analysis of current distribution: who sells, how much, where the gaps are. Enhancement recommendations

5. WHY IT WORKS

Wholesale sales deliver volume and stability, but require a systematic approach: finding partners, negotiating terms, controlling shipments and receivables. Most companies work with 2–3 wholesalers who "came on their own" — missing 80% of the market. I find new partners, build channels, and control execution. Result — wholesale sales growth in 4–6 weeks without adding headcount.

Problems I solve:

Ready to discuss your challenge. Reach out and I will respond personally.

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>

- Wholesale sales depend on 2–3 partners — no channel diversification
- Don't know who to sell wholesale to — no systematic distributor search
- Wholesalers buy little and irregularly — no channel development program
- Receivables growing — no payment control and payment discipline
- Competitors are in retail networks, you're not — no negotiation skills with retail buyers

Want to build wholesale channels and grow sales volume? Bring me in — I'll find partners, negotiate terms, launch shipments in 4–6 weeks. I work in parallel with your team, log everything in CRM. Don't need me — disconnect without risk.

Ready to discuss your challenge. Reach out and I will respond personally.

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>