

Business Coordination via Punchy Edge - Recent cases

Punchy Edge supports the business of Triflex Asia Pte. Ltd. in Singapore as follows:

- Business development in Thailand
- Local business coordination / representation
- Responsibility for achieving sales goals
- Marketing strategies, concepts and surveys
- Creating professional marketing tools
- Finding partners and customers
- Business networking
- Ongoing partner coaching and support
- Customer care
- Supporting projects on-site
- Supporting at fairs
- Project lists and reporting

The contract started on January 2020 and is currently ongoing.

Punchy Edge supported the business of Hörmann Beijing Trading Co., Ltd in China as follow:

- Setting up a marketing plan and further development of the activities
- Coaching of existing partners and setting up new partners
- Reporting business progress with project lists
- Business development in the ASEAN countries, with focus on:
Thailand, Malaysia, Philippines, Vietnam, Indonesia, Myanmar

The contract started on March 2016. The initial contract term had been 2 times extended, and ended in September 2019.

The logo for Triflex, featuring the word "Triflex" in a bold, blue, sans-serif font.

Triflex is the European market leader for waterproofing technology

The logo for Hörmann, featuring the word "HÖRMANN" in a bold, yellow, sans-serif font on a dark blue rectangular background.

Hörmann is the European market leader for doors & loading technology