

# CTC DISTRIBUTION

**Research | Strategy | Marketing and Sales | Operations and Maintenance | Supply Chain**

- Recruit an Area Manager to service wholesalers in the construction, mining and industrial markets in NSW.
- Assist an acquisition team map the channels to market of a target company in the hardware industry
- Market study into the Australian insulation market and the opportunities resulting from increased energy standards such as BASIX
- Market study into the Australian market for welded wire mesh
- Market Study into the opportunities for the use of non woven material in the Australian furniture industry
- Research the Australian market for thermal insulation consisting of market size, market drivers and future growth, range of products, channels to market and commercial terms
- Research the Australian market for underground rainwater harvesting systems including market size, market drivers, future growth, range of existing products, channels to market and key influencers and decision makers
- Evaluate Australian market demand and acceptance for a new low energy lighting system for both commercial and domestic applications.
- A review of distribution branch performance and identifying actions needed to improve profitability - building and construction industry
- Sales and Marketing plan development for a range of environmental products just released in the Australian market for the plumbing industry
- Market Study of Thailand Manufacturing Sector for wire formed products
- Broad based business development assignment to identify new markets and or applications for an existing range of locally manufactured products.
- Market study to identify acquisition targets in regional Australia for a national building products distributor
- Establishment of a JV manufacturing operation in China for a component manufacturer supplying into the sports and leisure goods industry
- Develop detailed Business Plan implementation programs and assist Senior Management implement detailed action plan on time and in full.
- The launch of a new fencing product for the rural industry including, assessment of marketability, design recommendations, product support tools such as Installation

**CTC Consulting Group | Distribution Projects**

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Guide and Computer Quoting System, identification and negotiation of a product distribution agreement

- Sales Management and Selling Skills workshop for a national trade wholesaler
- Assessing the market demand for fully functional low energy lighting
- Develop and deliver National competence based Sales Management training
- Assess Sales and Marketing staff and report areas for redeployment/development
- Develop a Business Plan for hardware distribution business
- Complete acquisition assessment in the hardware distribution sector
- Facilitate product range expansion workshop for national distributor of construction products
- Complete assessment of players in the building products distribution market
- Complete analysis of national hardware distribution sector
- Mentor General Manager in a large hardware distribution business
- Develop computerised revenue budgeting model by product and by branch for an east coast clothing and home goods retailer
- Assess and select a warehouse and logistics manager for National distributor of domestic and commercial building products
- Develop a 3 year Warehouse and logistic plan to achieve business performance targets for a National distributor of business and automotive products
- Mentoring GM Sales of medium sized distribution business in specialised hardware and construction products area

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