



Sales & Distribution Business for Sale Christchurch Ad ID: 108401

Location: **Christchurch**
Asking: **\$795,000**
incl. stock & plant
Type: **Services-Other /**
Wholesale/Distribution

**FMCG; Excellent Systems;
Experienced Staff**

Business for Sale Description

Sales & Distribution Business for Sale Christchurch

The Business

The following attributes make this business stand out:

- Income exceeding \$1.5m + GST and growing
- Diverse products & brands across a variety of sectors
- Multiple income streams
- Opportunity for further “own brand” development
- Established and capable staff – both full and part time
- New opportunities constantly being presented for review
- Comprehensive systems & processes
- Stock & plant circa \$325,000

Critical Success Factors

- Distribution is key; if product is not on the shelves it won't sell
- Category management including data interpretation and representation to suppliers and customers
- Supporting and managing a team of very effective Territory Managers
- Experience at dealing with senior management within the FMCG sector
- Attention to detail - “near enough” is not good enough in this industry

Business Resources

The buyer of this business will have:

- Experience in working with people – both staff and clients
- The confidence to negotiate and represent their brands to senior buyers and FMCG retail management
- Perhaps a product or category management background
- No fear of spreadsheets and a systems-driven approach to their work



Vendor Support

The vendor is prepared to do whatever it takes to seamlessly integrate any new owner into the business. This could include spending 2-3 days per week in the office working with the new owner after the first month up to 3 months for free, then on a consultancy basis with very low fees for a further 3 months. By doing this it will enable the new owner to have expert guidance through to the critical Christmas seasonal peak.

Sale Price - \$795,000 incl. stock & plant

EBPITD - \$316,894 2022FY

\$331,010 2023FY budget



Contact:
Damien Fahey
0276 853 536

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