

Sales & Installation Business for Sale Queenstown



Queenstown & Wanaka Dealership; Popular Product; Growing Market

Business opportunity:

This is a well-established and quality business model, offering a product to both the new build and renovation market. Leads are generated within the territory and dealer website and by the product manufacturer via their website. The dealer organises a site visit and does a measure up, with a quote to follow. Once the quote is accepted a deposit is paid, the product is ordered from the manufacturer and the installation is completed.

The current owner both sells and installs, albeit a new owner seeking growth could potentially outsource the installs to devote more time to selling.

Business Strengths:

- Strong growth and profitability since inception
- A good understanding of the “measure & quote’ environment is essential
- Simple and effective business model
- Design & product specification run nationally by head office
- Currently one man band - work your own hours
- No licensing fees

Business Resources

The Buyer:

While it is not necessary to be a licensed builder to install this product, it is definitely something that requires knowledge of the building industry and competence with a variety of tools/power tools including a certain finesse to the work. It is suggested that a skill level of more than a typical handyman is required for installations. This business would suit:

- An construction-experienced individual happy to carry out the sales and quoting work, and completing their own installations (perhaps a builder wanting to lighten their load)
- A ‘team’ (i.e. couple, siblings etc.) where perhaps one is a builder and the other works on sales/quoting, with a view to growing the business

Location: **Queenstown**
Asking: **\$295,000**
Type: **Services-Other**

Contact:

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Tabak Business Sales
(Christchurch)
Licensed REAA 2008
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- An existing building/landscaping company purchasing the dealership as a 'bolt on' to their business

Reason For Sale:

The business is in a perfect position for the current owner to take on staff and grow. This business also has relationships with some of the largest builders and developers in the region. The current owner is at a point where he either grows the business (as it is becoming too busy to manage alone) or sells it to somebody who will be able to do that.

The Vendor will provide necessary support to ensure a smooth transition.

Sale Price \$295,000

Net surplus \$172,437 EBPITD

