

A Partner Story – Gain valuable  
insights into Farma Química Sur’s journey

# How Farma Química Sur achieved greater success with CheMondis



## The Initial Situation

What were the hurdles you were facing in the chemical procurement process before diving into the CheMondis world?

Before joining CheMondis, Farma Química Sur faced difficulties expanding their client base and gaining visibility in the global chemical market.

## The Goal


What was the goal to use CheMondis?

Our main goal was to attract new clients and increase our brand visibility in the chemical market. We also wanted to create a database of potential business leads.

## The Solution

How did CheMondis help? Any specific "a-ha" moments or cool wins courtesy of CheMondis?

CheMondis has been instrumental in helping us meet our objectives, especially with the support of our Account Manager, Jose Manuel Alvarez. His consistent follow-up and practical advice directly improved our performance on the platform, leading to an increase in client inquiries. One stand-out moment was seeing a noticeable rise in requests after implementing some of Jose's recommendations.



# Interview with Rodrigo Puebla

Could you please introduce yourself and your role in your company?

Rodrigo Puebla, International Department Manager in Farma Química Sur. We are a distributor of chemical raw materials, and I handle imports, exports and research of potentially profitable new markets.

How did you first come across CheMondis? What was your initial experience like?

We initially found CheMondis while doing research for products online. Our first use of the platform was to find Suppliers for certain products. Shortly after, Jose reached out to explain how subscribing as a Supplier could benefit us. The platform itself is intuitive and equipped with tools that make it easier to keep track of products and leads in the market, in a way that we can adapt.

**"Thanks to CheMondis, we have started trading with companies from the Baltic Sea."**

– Rodrigo Puebla, International Department Manager at Farma Química Sur

In what ways did CheMondis demonstrate exceptional support and assistance throughout your membership on CheMondis?

Jose is always there to help me with any concerns or questions I have. Giving me advice about what products are in demand or how to improve our position in the platform so more clients can see our brand.

What improvements or benefits have you observed in your operations on CheMondis?

With recent updates on CheMondis, we are receiving more requests. The Analytics tools also have been incredibly useful in determining what the companies are looking for in our products on the platform and reacting according to their demand.

Has CheMondis contributed to the growth of your business in measurable ways? Can you point to any milestones achieved with the platform's help?

Definitely! It has certainly helped us to increase our database and connect with companies we would not have reached otherwise. Right now, thanks to this platform we have traded with companies from the Baltic Sea.

How would you summarize the overall value that CheMondis brought to your business?

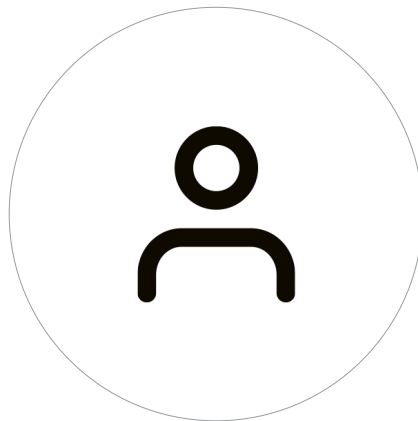
CheMondis is becoming a valuable platform in our International Department where we get to connect with clients that would not be possible otherwise. While not every request translates into sales, it is still a powerful tool for us to connect and create a database of contacts for future opportunities.

Do you currently use other digital procurement platforms alongside CheMondis? If so, what aspects make CheMondis stand out from the rest in your experience?

The interface has been improved since the first year and many options in requests, orders... have been added.

Why would you recommend CheMondis?

I would recommend CheMondis to any company that wants to have another tool in their kit to spread brand awareness and explore international markets. It is intuitive, simple to connect with other companies, and offers various features that enable market research, and client and competitor analysis. CheMondis offers a valuable platform for marketing your brand, backed by a professional team that can guide you throughout the process and excellent support.

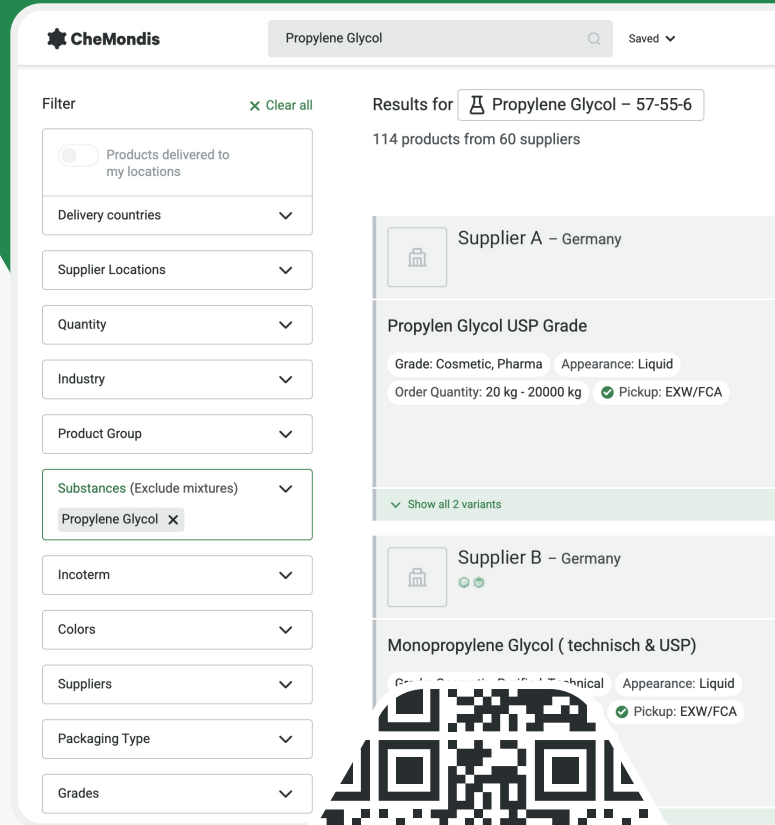


Rodrigo Puebla International  
Department Manager at  
Farma Química Sur



CheMondis is the **fastest-growing B2B marketplace for Chemical raw materials**, connecting Suppliers and Buyers worldwide.

Start your journey with CheMondis and reach out to **15.000+ Buyers** through our platform!



Scan me  
to check out  
our marketplace



#### High Quality Leads

Register your company, expand your reach, and access a network of potential Buyers!



#### Online Visibility

Create your Brandshop to showcase your products and connect with global leads.



#### Personal Account Management

Contact your manager for immediate assistance and to boost your performance and sales.



#### Market Insights

Analytics provide businesses with comprehensive insights into Buyer behavior and market trends.



#### Special Deals

Showcase your products with eye-catching prices and highlight immediate availability.