



A Partner Story – Gain valuable insights into Pequinsa’s journey

How Preparados Quimicos De Navarra S.L. 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?

We encountered challenges in accessing new markets, connecting with customers, and navigating international trade complexities. However, since using CheMondis, these hurdles have been overcome, leading to substantial sales growth and improved market presence.

The Goal


What was the goal to use CheMondis?


Our main goal is to introduce our products in new markets and expand our brand.

The Solution

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

It makes easy to offer products and get contacts from customers, it's a perfect export partner.





Interview with Pablo Millan

Could you please introduce yourself and your role in your company in a few sentences?

I'm a chemist, a very proactive and enthusiastic person with more than 20 years in the chemical industry. I work as an Export Manager and Director of the company.

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

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– Pablo Millan, Export Manager and Director of Preparados Quimicos De Navarra S.L.

Can you share your experience as a Supplier on CheMondis? How did you initially discover the marketplace?

I discovered CheMondis in 2020 while surfing on internet. The first months were calm, but during 2021 we started closing deals. 2022 was an incredible year due to shortages in many countries.

How did CheMondis services meet or exceed your expectations? Can you provide examples of how it made a positive impact on your business?

In 2022 we received many invoices from CheMondis customers that we needed to use external warehouses we didn't use before. That's the main proof of positive impact.

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

Our contacts in CheMondis have always tried to assist us and help us anytime. CheMondis shows a continuous interest in improving its interface/channel.

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

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

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

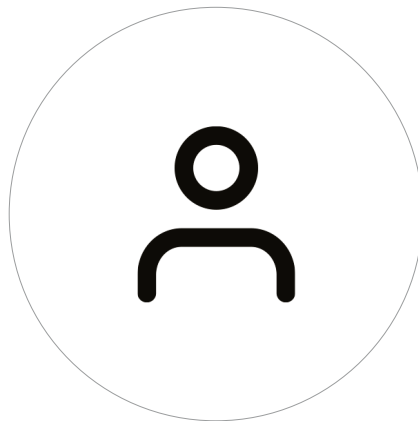
We have reached interesting results/sales, that's main value to recommend CheMondis.

Do you certainly use other digital sales channels, besides CheMondis? What would you say makes the difference at CheMondis (if you see any)?

We use other B2B digital sales, but real impact has no comparison with CheMondis at the moment.

Why would you recommend CheMondis?

Main reason: Sales

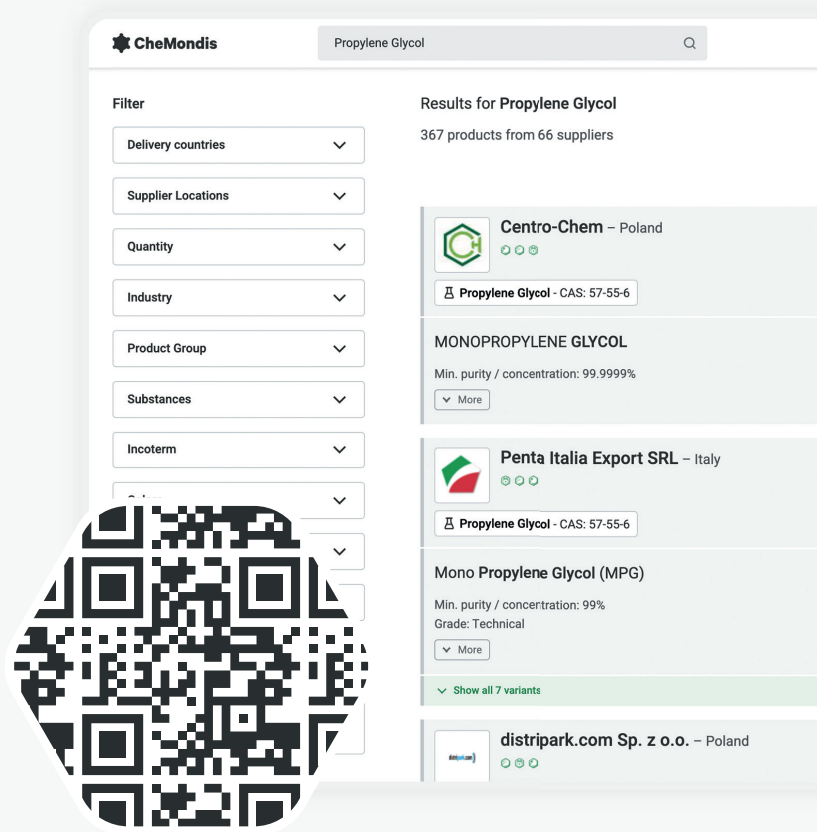


Pablo Millan
Export Manager and
Director of Preparados
Quimicos De Navarra S.L.



Europe's leading B2B marketplace for chemicals

We match Suppliers with Buyers across Europe to create new business relationships which are made to stay.



Our top features for Suppliers



Complementary Digital Sales Channel

Digitally reach new markets and customers



Your Online Brand Shop

Showcase your products to thousands of verified Buyers



Search Engines Visibility

Make your brands and products visible on the most common search engines



State of the Art Client Interaction

Quick and easy negotiation with your customers via our marketplace

Scan me
to check out
our marketplace