

A Partner Story – Gain valuable
insights into Centro-chem’s journey

How Centro-chem 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, Centro-chem faced challenges in effectively showcasing our strengths, like an independent supply chain, product customization, and strong certifications to a global audience. Expanding internationally was difficult without a scalable platform, and managing communication with potential clients across regions was time-consuming, limiting our ability to acquire new customers efficiently.

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 helped us achieve our goals by providing a scalable platform that allowed us to effectively showcase our strengths to a global audience. The Brandshop feature was a game-changer, enabling us to present our product range and certifications in a professional and easily accessible format, greatly enhancing our visibility.



Interview with Maciej Skuza

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

My name is Maciej Skuza, and I am a Sales Manager in the Foreign Sales Department for the European market at Centro-chem. I am responsible for sales to EU countries and the UK, acquiring new professional clients, and account management.

What was the driving force behind your decision to sign up on CheMondis, and could you walk us through how you first discovered the platform?

We realized that digital transformation was necessary to reach a broader, international audience. After learning about CheMondis through industry networks, we saw its specialization in the chemical sector as a perfect fit for our goals. The opportunity to highlight our competitive edge to a global buyer base was the key driver behind our decision to join.

"CheMondis has given us a platform to effectively showcase our competitive advantages, such as our independent supply chain, fast service, and ability to customize products for individual Buyers."

– Maciej Skuza, Sales Manager in the Foreign Sales Department for the European Market at Centro-chem

In what ways has CheMondis supported you and your team during your time using the platform?

CheMondis has been incredibly supportive, providing insights and best practices for optimizing our presence on the platform. The team has also been proactive in helping us understand buyer needs and leverage the platform's tools effectively. Daria Gerasimova's support is also highly valuable. She is very helpful and friendly, making it easy for us to understand the platform's functionality.

As a Supplier, what specific benefits has CheMondis brought to your business success?

CheMondis has made it easier for us to connect with international buyers who value our independent supply chain, flexibility in packaging and labeling, and strong certifications like ISO, GMP+, and HACCP. This has directly contributed to new partnerships and increased sales abroad.

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

CheMondis has played a key role in expanding our international presence, offering a robust platform to showcase our strengths globally. The Brandshop feature has been especially valuable, presenting our products professionally and boosting visibility both on CheMondis and search engines like Google. Additionally, the platform's lead and request management tools have streamlined our interactions with buyers, improving efficiency.

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

Thanks to CheMondis, we've successfully entered new international markets and secured contracts with key clients abroad. Chemondis allows us to reach a larger number of clients, helps us enter new markets, and enables more effective prospecting and sales activities. Our presence on the platform also guarantees us visibility and recognition.

How has CheMondis helped you stay ahead of your competitors in the digital procurement landscape?

CheMondis has given us a platform to effectively showcase our competitive advantages, such as our independent supply chain, fast service, and ability to customize products for individual buyers. This has positioned us as a reliable partner in the digital procurement space.

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

Overall, CheMondis has provided us with the tools, visibility, and support needed to scale internationally and position ourselves effectively in the competitive digital procurement landscape.

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

We haven't explored other platforms extensively, but CheMondis excels in its specialization in the chemical industry and its intuitive tools that make it easier to connect with international buyers. The transparency and trust built into the platform are unmatched.

Why would you recommend CheMondis?

We would highly recommend CheMondis to any supplier in the chemical industry looking to expand their market reach, streamline communication, and build long-term partnerships with trusted buyers.

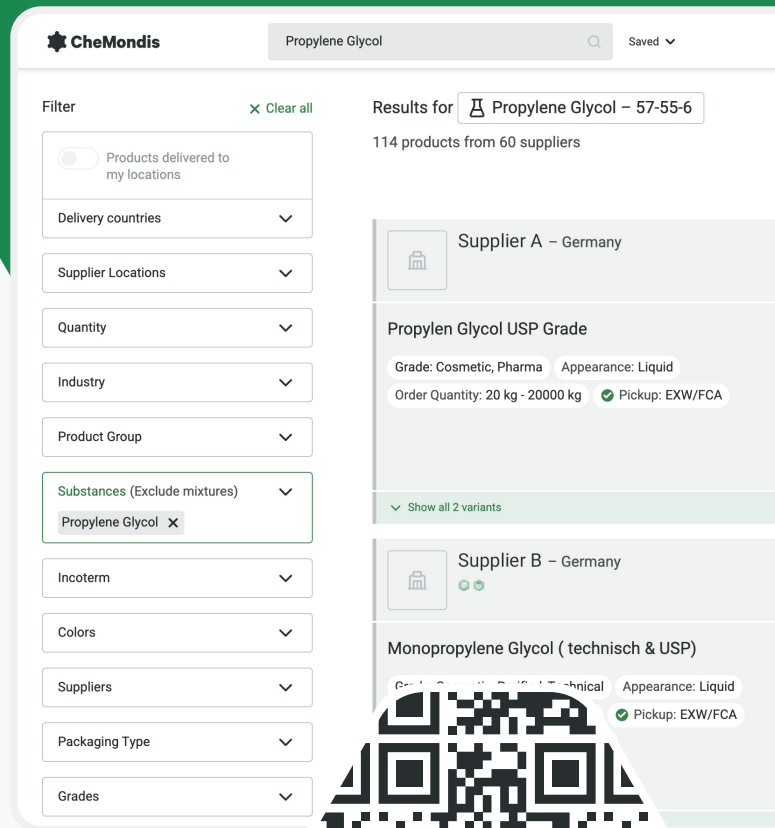


Maciej Skuza
Sales Manager in the Foreign
Sales Department for the
European Market at Centro-chem



CheMondis is the fastest-growing B2B marketplace for chemicals, raw materials, and ingredients connecting Suppliers and Buyers worldwide

Start your journey with CheMondis and reach out to 20.000+ Buyers through our platform!



Scan me to check out our marketplace



High Quality Leads
Generate high quality Buyer requests in line with your growth strategy and preferences



Online Visibility
Create your Brandshop to showcase your products and connect with global leads



Match-Making
Identify your needs, connect seamlessly with Buyers, and close deals smoothly with our curated service



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



Opportunities
Connect with targeted Buyers, review order requests, and engage with warm leads

