



No	Services	Availability
06	“Salesforce” for export and sales	East Africa – Online →

Service Description

This service is designed to provide continuous support to your export and sales department, especially when you have distributors or clients in East African markets but require ongoing follow-up, new leads, and actionable insights from the ground.

Includes:

- May combine elements of the following services:
 1. Distributor Search
 2. Direct Sale to a Final Customer
 3. Promotion and Support to a Distributor
 4. Identification of Newly Established Companies in the Targeted Sector
 5. Identification of Companies Awarded Public Contracts
- Dedicated follow-up team
- Weekly coordination calls or email updates
- Field-level intelligence gathering and opportunity monitoring
- Recommendations for sales strategies and relationship-building initiatives

Ideal For:

- Exporters who want to stay close to the market but do not have in-country sales reps
- Companies managing multiple local partners and needing centralized oversight
- Firms seeking proactive, dynamic export sales growth across East Africa

Deliverable	Description	Frequency
Dedicated Onboarding & Kickoff Briefing	Conduct a structured onboarding session to align on scope, target sectors, key accounts, and goals. Deliver a Kickoff Memo summarizing strategy.	Week 1
Weekly Status Reports	Provide weekly updates via email summarizing activities, leads generated, follow-ups, meetings scheduled, and insights gathered.	Weekly
Monthly Opportunity Pipeline	Deliver a structured sales opportunity pipeline with at least 5–10 actionable leads or updates per month (distributors, customers, tenders, etc.).	Monthly
Coordination of Distributor/Client Follow-ups	Manage follow-up with existing distributors or clients and document all engagement in a shared tracker or CRM format.	Ongoing
Target List of Newly Established Companies	Identify and submit a monthly list of 5–10 newly established companies in the target sector(s), including company name, contacts, and relevance.	Monthly
Target List of Companies Awarded Public Contracts	Deliver a monthly report of companies recently awarded public contracts, with contract summary and lead relevance assessment.	Monthly
Biweekly Intelligence Notes	Provide a biweekly field intelligence note with relevant insights on market trends, competitor activity, and stakeholder developments.	Biweekly
Strategic Sales Recommendations	Deliver a quarterly strategy report with performance analysis, key learnings, and 2–3 actionable sales or partnership development recommendations.	Quarterly
Coordination Calls	Conduct a 30–45 min coordination call weekly or biweekly (as agreed) to review activities, priorities, and align next steps.	Weekly/Bi weekly
Year-End Summary Report	Deliver a comprehensive 12-month final report including KPIs tracked, opportunities generated, contacts engaged, and suggested next steps.	Month 12

Not Include	We explain this section when a quote is requested.
Process	The SCA-Partner Team will confirm within 48 hours whether it can provide the requested service and country. It will inform you of the quality of the information available for that country and the expected timeline. You must then accept or decline the quote.
We will need	We explain this section when a quote is requested.
Timing	12-month contract per country. For multiple countries, please consult us.
Cost, Invoice and Payment	Cost starting from €1,500/month. Please inquire. SCA-Partner Team will issue monthly invoices dated the 25th, with a 30-day payment term. Payment by bank transfer.