

Macedonian company seeking suppliers of professional cosmetic and salon products for distribution to beauty & hair salons, pharmacies and retail chains

Summary

Profile type	Company's country	POD reference
Business request	North Macedonia	BRMK20251223023
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

Operator of the largest professional cosmetics network and e-shop in North Macedonia — seeks international suppliers of professional cosmetics, depilation/waxing products, salon equipment and consumables, and OTC cosmetic products suitable for pharmacies and retail. Cooperation envisaged under supplier, distribution or commercial agreements for local import and distribution

Full description

Based in North Macedonia, the company is a leading distributor in the national beauty and professional care sector. With a robust distribution network and its own educational center for professional training, the company has built a stable client base consisting of:

- Professional Beauty and Hair Salons: Requiring high-end wax products, skin treatments, and professional hair care.
- Pharmacies and Specialized Stores: Seeking clinical-grade cosmetic products.
- Retail Markets: Requiring consumer-friendly beauty and personal care items.

The company is now looking to diversify its offer by importing complementary products such as professional cosmetics, innovative salon tools, and equipment. The desired outcome of an international partnership is to establish long-term supply contracts that allow the company to act as the official representative or distributor for the Macedonian market. The company offers deep market knowledge, established logistics, and professional marketing support for new brands.

Advantages and innovations

- Established local channel: the company operates the largest professional cosmetics e-shop in North Macedonia and a demo salon for product trials and training, enabling fast market introduction and professional endorsement.
- B2B focus: the platform and sales model target registered salon partners (beauty & hair salons) and professional users — ideal for professional product launches.
- Flexibility for pharmacies/retail: capability to supply both professional lines for salons and OTC cosmetic

Technical specification or expertise sought

Company is seeking suppliers who can provide:

- Professional depilation/wax products: roll-on cartridges, cans, strips, film-type waxes, hypoallergenic formulas and related consumables.
- Salon equipment: wax heaters, electric files, UV/LED nail lamps, treatment beds and other salon appliances (CE/European standards preferred).
- Professional cosmetics: hair care, skin care, post-depilation care products, paraffins, professional nail products and tools.
- OTC / pharmacy-suitable cosmetic ranges: finished formulations with proper labeling and documentation for pharmacy distribution.
- Private-label / small-batch customization options are a plus (formulation or packaging adaptation).
- Required partner documentation: product technical datasheets, safety data sheets (SDS), certificates of conformity (CE, ISO where applicable), ingredient lists and labeling compliant with EU/Regional regulations.

Be specific where possible on certifications and supply lead times; preference for suppliers who can support initial sample shipments and training materials for professional use.

Stage of development

Already on the market

Sustainable Development goals

- Goal 3: Good Health and Well-being**
- Goal 8: Decent Work and Economic Growth**

IPR Status

No IPR applied

IPR Notes

Partner Sought

Expected role of the partner

Company seeks manufacturers, authorized distributors or private-label producers of professional cosmetics and salon equipment with export capability to North Macedonia. Partners should be able to:

- Supply commercially packaged products and professional consumables;
- Provide product documentation (SDS, technical specs, certificates) and marketing/training materials;
- Support initial sample shipments and, if possible, training/demonstrations (online or on-site);

- Work under supplier or distribution agreements (long-term collaboration preferred). Preferred partner profile: SME or larger companies with experience exporting to EU / regional markets and with references in salon/professional channels.

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME <=10**
- **Big company**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **07004002 - Health and beauty aids**

Targeted countries

Sector groups involved

- **World**