

Portugal based commercial agent seeks to represent gourmet and specialty food brands under commission based agreements.

Summary

Profile type

Business request

Company's country

Portugal

POD reference

BRPT20260318042

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

- **Belgium**
- **Germany**
- **Finland**
- **United States**
- **Canada**
- **Italy**
- **Ireland**
- **Sweden**
- **Denmark**
- **France**
- **United Kingdom**
- **Netherlands**
- **Norway**
- **Spain**

Contact Person

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Term of validity

19 Mar 2026

19 Mar 2027

Last update

19 Mar 2026

General Information

Short summary

A Portugal based commercial agent with international sales experience seeks mid sized gourmet and specialty food producers to represent in Europe and North America. The agent targets retail, HORECA and specialty trade channels and is looking for commission based commercial agreements.

Full description

The client is a Portugal based commercial agent focused on helping gourmet and specialty food brands develop structured export sales. The agent combines market prospecting, partner approach and account development to open new routes to market across retail, HORECA and specialty trade channels in selected European countries and North America.

The envisaged cooperation is a commission based commercial representation agreement. The agent will identify qualified buyers and distributors, prepare listings, support pricing and positioning decisions, manage introductions and follow up, and coordinate participation in trade promotions agreed with the brand owner. Activities will prioritise markets with the highest near term fit and the capacity to scale sustainably.

Advantages and innovations

- Single point of contact for multi country outreach, avoiding fixed overheads of building an internal export team.
- Experience across retail, HORECA and specialty channels with a structured pipeline from market scoping to first orders and post listing support.
- Flexibility to work with brands at different export maturities, including private label feasibility, packaging adaptation and compliance coordination with distribution partners.
- Fieldwork at trade shows and distributor screening in Europe and North America.

Technical specification or expertise sought

Seeking mid sized gourmet and specialty food producers with proven export capacity and documented food safety systems, HACCP as a minimum and preferably BRCGS or IFS. Partners should provide complete technical and regulatory documentation, GS1 barcodes, EU compliant labelling, and FDA or CFIA where relevant, clear price lists with Incoterms, defined MOQs, mixed pallet capability and timely samples. Openness to adapt packaging and languages and to work under a commission based representation agreement in defined territories is required.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 3: Good Health and Well-being**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 12: Responsible Consumption and Production**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

- Type of partner: mid sized gourmet or specialty food producers, and established importers/distributors seeking country sales representation.
- Role: for producers, provide full technical and commercial product information, pricing corridors and marketing assets; engage in buyer meetings as needed; align on realistic export priorities and service levels. For distributors/importers, take on sales and promotion in defined territories and channels, manage logistics, and maintain buyer relationships.

Type of partnership

Commercial agreement

Type and size of the partner

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

Dissemination

Technology keywords

Market keywords

- **07005003 - Hotels and resorts**
- **07003003 - Soft drinks and bottling plants**
- **07003001 - Wine and liquors**
- **07002005 - Other retailing**
- **07003002 - Health food**

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Sector groups involved

- **Agri-Food**