

ITS Solar Dealership Application Form

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ITS Dealership Requirements

Thank you for your interest in becoming an ITS dealer. The solar water heating market is huge and virtually untapped and we have seen many of our dealers building a very profitable business for themselves. We are looking for companies/individuals with a suitable set of skills, knowledge and experience to handle the sales and installation of ITS solar collectors and related products. We like to keep the interface between ITS and our dealers simple and clean and so we provide high quality products and technical support and the dealers market and install these products. If after a number of installations we are confident that the new dealer does a good job we will start to forward enquiries to our website to the dealer.

As an ITS dealer you will need to:

1. Purchase an installation manual.
2. Install a system on your own house.
3. Meet ITS customer service requirements (Eg. Response time, customer satisfaction).

In order to be considered for a dealership, you must:

1. Have prior experience in the building, construction or allied industries.
2. Have marketing and sales experience (particularly relationship marketing skills).
3. Have financial management skills and business growth experience.
4. Be computer literate.

Additional requirements will be discussed after receipt of application and fully outlined in any agreement that may be signed.

If you think you meet the above requirements please fill out the ITS Distributor Application on the following pages and submit via email/fax. Please provide as much information as you are comfortable with – any information submitted will be kept confidential.

Email to admin@its-solar.com

Fax to: +27 86 505 0707

Thank you

Riaan Honeyborne
ITS Solar

Note: Requirements outlined in this document are only guidelines. Specific requirements will be discussed and would be clearly outlined in any formal agreement that was signed.

ITS Dealers Application

Section 1 – Company Info		
Company Status: Start-up <input type="checkbox"/> Existing <input type="checkbox"/>		
Company Name:		Number of Employees:
Company Registration:		
Date Established:	Type of Organization:	
Region of business:		
VAT Number:		
Main Activities of Company:		
Section 2 - Contact Details		
Contact Persons Name:		Position:
Address:		Country:
Phone:	Fax:	Cell:
Email:	Web:	

Section 3 - Experience
Please outline why you want to become an ITS dealer and which products specifically?
What skills do you/your company have which will allow you to effectively complete this role? Please provide practical examples.
Do you have the ability to complete a solar hot water system design or would you require training?

Please provide any additional information that may be of use to us in judging your suitability for a dealership.
Where possible please provide practical examples.

Thank you for your application. You will be contacted as soon as possible.

Signed:

Printed Name:

Date: