



# Business Partner Search

## GACC Midwest

*"GACC Midwest has taken over the active acquisition of suitable sales and service partners. In this way, GACC Midwest has opened the door to a large number of partners for us in a period of 12 months. We were especially grateful for the active approach of the partners through the Chamber with "native speakers", who were immediately able to establish a greater connection to the decision makers than we could ever have done from Germany. Many thanks for the dedication. The GACC Midwest team has made a high market entry barrier small and easy."*

**Y. Karaali,**  
**Geschäftsbereichsleiter innovatiQ GmbH**

Business partner search for German companies in the US is a complicated and time-consuming task that requires the right support. A key advantage in working with local sales representatives is their existing contacts and business relationships with customers.

### **YOUR CHALLENGE TO SUCCESS**

The US is an important market for many German companies. However, the search for suitable business contacts and strategic partners in the US is often difficult due to the country's geographical distance, language barriers or differences in business culture. A partnership with an experienced sales partner can help to increase sales on this market. With our vast experience and understanding of the process, we are well equipped to guide your company in identifying and implementing successful sales strategies tailored specifically to your needs. Our team will assist you with finding qualified business partners and establish corporate networks, while providing you with reliable contact information for potential customers.



German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern



Creating a company profile with US-relevant unique selling propositions



Identifying & approaching potential business partners



Compilation of partner profiles



Optional: Intercultural coaching to prepare for US business meetings



Arranging appointments with potential business partners, virtually or in-person

## OUR APPROACH

GACC Midwest's business partner search is characterized by a targeted research, which is exactly aligned to the individual needs of your company. Potential partners are contacted by our interdisciplinary project team, which has extensive US market and industry knowledge and communicates directly with decision-makers in US companies. In consultation with you, we focus on specific regions or conduct US-wide research.

Our intercultural, bilingual team at GACC Midwest has a comprehensive knowledge of international business strategies and the US and German markets.

Our customers also benefit from our broad, transatlantic membership network filled with experienced industry professionals in business development, product liability, logistics, immigration law, and more. This network provides confidential advice and valuable information to our clients to help them make informed decisions about expanding their businesses into Germany or the US.



### Contact Information

**German American Chamber of Commerce of the Midwest, Inc. / AHK USA-Chicago**  
DEInternational - Consulting Services of the German Chambers Abroad (AHKs)

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**Start Today!**