
NETWORK

Strong network in both Europe and Middle East

Experience with local and foreign administrations

Proven records with governments and ministries



EXPERTISES



Experts in transport logistics, custom relations, Incoterms, VAT regulations etc.

Strong negotiation skills with authorities

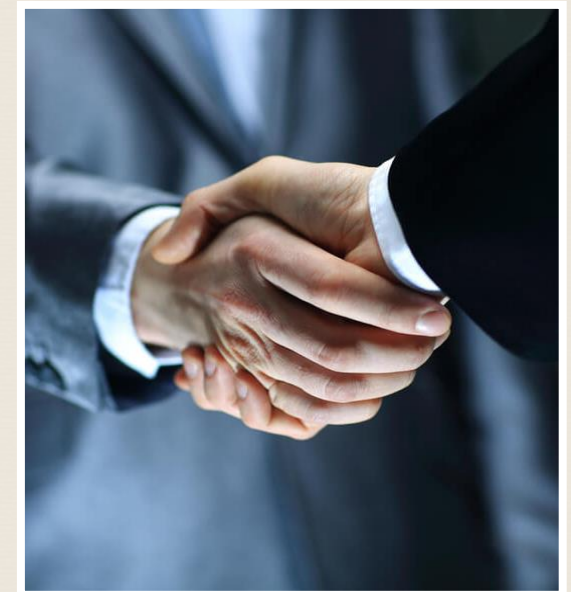
Experts in export control regulations in EU

Multicultural relationship management



EXPERIENCES

Deep knowledge in production, export and import in Middle East



Profound knowledge in managing letter of credits (L/Cs)





ABOUT Nik & Sal

Beginning in 1995 with export of fibre textiles from Middle East to Europe, we began step by step with service support in more areas. We followed our work with the transition into trading company, enabling and facilitating various companies in both countries. Today we are combining banking and project management knowhow, sharpened by our background, for our business.

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NIK & SAL SERVICES

Our case studies give you a glimpse of our range of various services starting:

SALES REPRESENTATIVE AND MARKETING IN MIDDLE EAST FOR EUROPEAN COMPANIES

Market entering, leading negotiations, order and purchase support in the region

Volume: p.a. 400k - 500k EUR

Duration: since 2017



PROCUREMENT FOR FOREIGN PRODUCTIONS IN EU

Vendor selection, Purchasing and related negotiations, End to end logistic and transportation, Cash flow management, and payment services, LC Management

Volumen: Overall 150 Mio EUR over three years

Duration: since 2019



EXPORT SUPPORT AND MARKETING FOR FOREIGN COMPANIES IN EUROPE

Marketing and distribution in Europe, L/C management, Customer relationship, agency activities in Europe

Volume: p.a. 1 Mio - 1,5 Mio EUR

Duration: Since 2015

