

Agent Application Form

No.: 编号
Date: 日期
Shanghai, China

Part 1: Basic Information

Item	Details
Company Name	
Registered Address	
Year Established	
Website	
Contact Person	
Position	
Tel	
Email	
WhatsApp	
Import & Export License	☒ Yes ☐ No
Business Type	☐ Trader ☒ Distributor ☐ System Integrator ☐ Engineering Service Provider ☐ Other: _____

Part 2: Company Background & Experience

Item	Details
Total Employees	
Number of Sales Staff	
Number of Technical Staff	
Main Products Handled	
Years in Fiber Optic Industry	
Main Customer Type	☒ Telecom Operator ☐ Data Center ☐ Contractor ☐ Enterprise/Government ☐ Other: _____
Annual Sales Revenue (USD)	
Experience with Other Brands	☒ Yes ☐ No If yes, please list: _____

Part 3: Agency Intention

Item	Details
Products Applied for	
Applied Territory	
Estimated Annual Purchase Volume (USD)	
Accept Tiered Pricing	☐ Yes ☐ No
Accept Advance Payment	☐ Yes ☐ No

Item	Details
Terms	
Preferred Payment Terms	☐ T/T ☐ L/C ☐ Other: _____
Expected Start Date	

Part 4: Market Plan & Sales Capability

Please describe your customer resources and market coverage in the applied territory.

Please explain how you plan to promote our products.

Do you have local warehousing or technical service capabilities?

Please list your main competitors and your competitive advantages.

Part 5: Resources & Capabilities

Item	Yes	No	Remarks
Local Sales Team	☒	☐	
Technical Support Team	☒	☐	
Demo Equipment Available	☒	☐	
Experience in Industry Exhibitions	☒	☐	
Online Marketing Channels	☒	☐	

Part 6: Attachments

Please attach the following documents (if applicable):

- ☒ Business License
☒ Company Profile
☒ Key Customer List
☒ Last Year's Financial Statement
☒ Others: _____

Part 7: Application Declaration

On behalf of the applying company, I confirm that the information provided above is true, accurate, and complete. I accept full responsibility for any false information provided.

Applicant Signature: _____

Position: _____

Date: _____