

Become an agent
econocom



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Why become an independent sales agent?

Enjoy the **freedom** to organise your time and workplace however you wish

Enjoy **uncapped pay**

Enjoy **building up an asset** (exclusive mandate to represent Econocom for a list of clients)

Enjoy **focussing on your talents** in sales and negotiation

Enjoy **support from Econocom's teams** (pre-sales, marketing, etc.)



Why choose Econocom?

Join an incredible success story

Econocom's purpose is to design, finance and speed up the digital transformation of firms by offering solutions to the challenges they face in the workplace, in infrastructure, in audiovisual technology and in financing strategic assets.

Over the past 15 years, the Econocom group has grown threefold, going from around €800m in revenue in 2009 to almost €3bn in revenue in 2023.

The year 2024 marks the start of a new strategic plan for the group: **One Econocom**. The aim of this strategic plan is to develop the group to reach €4bn in revenue in 2028 while continuing to develop the group's ESG practices to obtain the EcoVadis Platinum medal.

Over 40 years' experience in the sales agent model

This original development model of entrepreneurs working alongside Econocom began in 1979 and it has never stopped thriving since then.

Today, over 80 agents and salaried salespeople working for agents represent Econocom in most European countries.

The chance to create unique deals

Within Econocom, a sales agent can benefit from several mandates.

The group's different areas of expertise make each agent a 'sales toolbox'. For clients, an agent can put together unique proposals that really stand out.

These offers are then used again: they are put forward to other clients. In this way, the creativity of agents and salespeople is leveraged.

The mandate of a sales agent

A special status and framework

A sales agent is independent and they head their own firm.

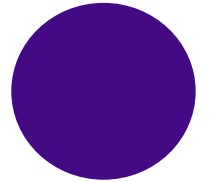
The contract that the agent signs with the principal is signed 'intuitu personae'. This means that the contract is signed in express consideration of the specific agent as a natural person.

As an independent professional, the agent enjoys the freedom that any company director would enjoy: they are not subordinated to the principal at all.

Negotiation at the heart of an agent's work

Econocom grants the agent the right to negotiate (the mandate) with a list of clients and prospects on their behalf within the limits set by the agent's contract.

Econocom invoices the clients. These clients form the goodwill of each Econocom entity.



The key points of a sales agent contract

Reciprocal rights and responsibilities

In an agent contract, Econocom and the agent pledge loyalty to one other and undertake to work in the shared interests of each other.

These two principles are illustrated in the agent's contract through a range of rights and responsibilities that form the framework of the relationship.

Commissions

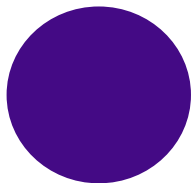
The agent is paid commissions that are calculated based on sales made to the clients for which the agent has < to represent Econocom.

The agent sends invoices to the principal at a frequency that is specific to each principal, who, in return, pays the agent commissions.

Contractual scope

Scope: A particular list of clients, prospects and public contracts is assigned to each agent. This scope is saved in the CRM system and updated regularly.

Products and Services: The mandate to represent Econocom concerns a list of products and services specific to the Econocom entity with which the agent has signed their agent contract.



Testimonial from Alexandre Vigneras

TMF and P&S Agent (France)

'After 12 year at ECS then Econocom as a sales engineer in the TMF business line, I wanted a new challenge. I'd always been drawn to the idea of creating my own business, so the chance to become an agent immediately seemed to meet my needs. And doing so with a solid, innovative group like Econocom, which I knew well, seemed like a guarantee of security and success.'

Why did you want to become an agent?

To enjoy greater freedom, to enjoy a wider scope of activity that would be more enriching for me intellectually, and to enjoy a real chance of success.

What do you like about your daily work as an agent?

The freedom to organise my work however I want and, above all, the motivation that I get from being my own boss.

What benefits does the Econocom group bring you in developing your agency?

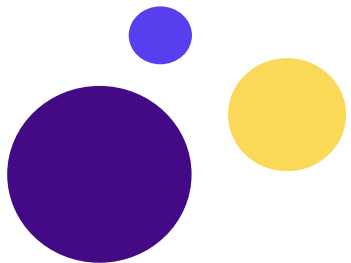
The Econocom group gives my agency a company image that combines financial strength with constant innovation and a wealth of skills. The group also relieves me of many administrative tasks like invoicing clients, so I can fully focus on growing my agency. What's more, Econocom provides me with the expertise of top pre-sales specialists who help my agency clinch deals.'





HOW DO YOU BECOME AN AGENT ?

econocom



Create your agency and we will support you

Support in creating your business

You will enjoy support from experts in business creation (accountant and lawyer), who will guide you in your choice of legal status, in subsidies for creating a business, in financial aid depending on your social status, in drawing up deeds and in registering your business.

Access to Econocom's premises

You will enjoy access to Econocom's different workspaces and premises to make discussions and teamwork easier.

Financial help for setting up

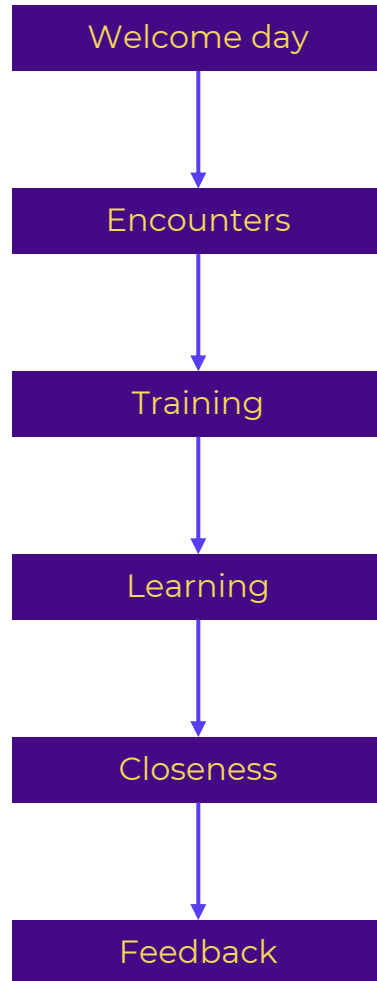
You can enjoy monthly financial aid for 12 to 18 months to support your agency in its development phase.

Day-to-day assistance

During your first 12 months, you will be in touch with an experienced sales manager, who will be your point of contact and will guide you at Econocom. You will also enjoy an onboarding programme.



An onboarding programme



Getting to know the company

- Its story
- Its ambition
- Its organisation
- Its culture
- Its values

Getting trained

- Training in offers
- Training in tools
- Training in processes
- Assessing your knowledge
- Putting your knowledge into practice

Discussing and sharing

- Meeting internal players to get to know and understand each player's role
- Enjoying true closeness with key contributors



Developing your agency

Get new mandates within Econocom

Once your agency has been set in motion, you will be able to carry on developing it by getting new mandates to represent Econocom for entities for which you would like to master the sale of offers.

Develop your own sales team

Each Econocom entity will be able to offer you support if you would like to strengthen your sales team with a view to prospecting for new clients more effectively.

Chances for external growth

You can enlarge your agency's scope by buying mandates from other agents who would like to pass on their mandate. A trend in passing on mandates got underway in France four years ago and each year there are new opportunities to buy mandates.



Would you like to find out more?

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