



The key to a successful development of your business in Eastern Europe is often linked to having your own sales force in the country. But before investing in the creation of a subsidiary, others solutions may be used to get your own sales team with limited risk.

Payroll services are still quite unknown by many companies but could offer great possibilities. It gives a company the opportunity to hire someone without any local administrative constraints linked to the creation of a subsidiary. Significant boost to enter a new market, payroll services offer a flexible alternative to companies when the level of sales is not yet sufficient to have their own subsidiary: Eastern Europe countries give the opportunity to offer highly-qualified, multilingual specialists and managers at an attractive cost.

Incomes' examples in Poland (gross/months)

- Average salary : PLN 3 981 (€ 995)
- Sales specialist : PLN 4 210 (€ 1 052)
- Sales Manager : PLN 6 325 (€ 1 581)
- Purchasing Manager : PLN 7 630 (€ 1 907)
- Sales Director : : PLN 13 225 (€ 3 306)

Valians' services to develop your presence in Eastern Europe :

- ✓ Recruitment
- ✓ Establishment of local work contract
- ✓ Social and tax declarations of the employe
- ✓ Management of salaries and charges
- ✓ Management of invoices, expenses, travel costs, telephone, internet...
- ✓ All other related services: address domiciliation, office rent, coaching ...



Expert's opinion

*José Iraburu
Aera Manager, Europe&Latin America, OLMIX*

“Poland represents for us a strategic position between Western and Eastern Europe. We commercialized our products on this market though a distributor since 10 years and we wanted to increase our presence with our own force. Payroll services give us the possibility to hire someone with a local working contract without our own local structure. This service is very comfortable, time and cost saving for the company. All local administrative staffs and procedures are supported by Valians, from the recruitment to the payment of the salary. We first recruited one year ago a Territory Manager for Poland and Czech Republic. We have observed great results and due to this success we have recruited a second Territory Manager for C&E Europe. Now, we can count on a reliable team based in Poland and working for us in C&E Europe.”



I WISH TO SCHEDULE A MEETING WITH A VALIANS INTERNATIONAL EXPERT



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