

Direct-selling firm sets up office in Kuching

QNET (M) Sdn Bhd, a global direct-selling company featuring a range of wellness and lifestyle products, has launched an office in Kuching.

Located in Jalan Ahmad Zaidi Aduce, the office is the company's first outside the Klang Valley and will serve as its logistics hub for the shipment of products into Sarawak and Sabah.

"Sarawak has always been an important market for QNet Malaysia and has the highest growth rate among the states. With the Kuching office, we have put in place a more cost-efficient and speedier product delivery system. This will result in QNet passing on the cost savings to our customers," QNet general manager V. Navaratnam told reporters during the opening yesterday.

With the setting up of the operations in Kuching, Navarathman

was confident that QNet could provide its independent representatives better on-the-ground support to increase sales in Sarawak.

He said there were about 8,000 representatives in Sarawak and the team aimed for 15,000 by the end of the year and growth of 25% next year.

The new office will allow the representatives to conduct training sessions, hold discussions with prospective customers to introduce QNet's business opportunities and pick up products.

Established in 1998, QNet's products include nutritional supplements, personal-care items, home-care solutions, wellness and energy products, luxury and collectible items, vacation packages, telecommunications and other accessories.



Promoting wellness: Navaratnam (left) showing one of the products to network support officer Mark Yehannes at the new office in Kuching.