



The Mobile Robot Company

Knowledge Center — Contact the Partner Team · 2026-08-04

<https://info.mobilerobot.com/partners/become-a-partner/contact-the-partner-team>

Contact the Partner Team

Ready to discuss a partnership, or want to know whether your country is covered? Use the channels below.

General channels

Purpose	Contact
Partner inquiries and general email	hello@mobilerobot.com
Website	www.mobilerobot.com (https://www.mobilerobot.com) — see the "Partner with us" section
General telephone	+45 88 10 90 12

Headquarters (<https://info.mobilerobot.com/company/locations/headquarters/>): The Mobile Robot Company ApS, Kettevej 45, 2650 Hvidovre, Denmark.

EMEA

For Europe, the Middle East, and Africa, partner and integrator relationships are led by [Fernando Fandiño Oliver](https://info.mobilerobot.com/company/team/leadership/) (<https://info.mobilerobot.com/company/team/leadership/>), Senior Vice President EMEA:

- Email: fernando.fandino.oliver@mobilerobot.com
- Telephone: +34 649 999 802

What to include in a first message

Partnerships are established country by country, so a useful first message states:

- the country or countries you want to cover;

- your current core business — for example fork-truck sales and service, or automated material handling;
- which profile fits you best: distributor, integrator, or service partner (see [Partner Types](https://info.mobilerobot.com/partners/program/partner-types/) (<https://info.mobilerobot.com/partners/program/partner-types/>)).

Before you write

- [Who We Are Looking For](https://info.mobilerobot.com/partners/become-a-partner/who-we-are-looking-for/) (<https://info.mobilerobot.com/partners/become-a-partner/who-we-are-looking-for/>) — the partner profile.
- [Application Process](https://info.mobilerobot.com/partners/program/application-process/) (<https://info.mobilerobot.com/partners/program/application-process/>) — how the conversation runs.
- [Country Availability](https://info.mobilerobot.com/partners/become-a-partner/country-availability/) (<https://info.mobilerobot.com/partners/become-a-partner/country-availability/>) — how the network covers markets.