



The Mobile Robot Company

Knowledge Center — Who We Are Looking For · 2026-08-04

<https://info.mobilerobot.com/partners/become-a-partner/who-we-are-looking-for>

Who We Are Looking For

[The Mobile Robot Company](https://info.mobilerobot.com/company/about/company-overview/) (<https://info.mobilerobot.com/company/about/company-overview/>) builds its channel from organizations that already live close to material handling. This page describes the profile that fits the [partner program](https://info.mobilerobot.com/partners/program/program-overview/) (<https://info.mobilerobot.com/partners/program/program-overview/>).

A complementary core business

The strongest candidates are organizations whose primary business naturally complements the robots:

- **manual-fork-truck businesses** — dealers and service organizations for conventional pallet jacks and forklifts;
- **automated-material-handling businesses** — integrators and suppliers of warehouse automation.

The [J1600](https://info.mobilerobot.com/products/j1600/overview/) (<https://info.mobilerobot.com/products/j1600/overview/>) is a [dual-mode](https://info.mobilerobot.com/products/j1600/dual-mode/) (<https://info.mobilerobot.com/products/j1600/dual-mode/>) vehicle: in manual mode it behaves like a conventional electric pallet jack, and in automatic mode it drives itself to saved locations. Organizations from either side of that line — manual equipment or automation — can sell, deploy, and service it with the capabilities they already have.

Three partner profiles

Qualified **distributors**, **integrators**, and **service partners** can all apply. The program applies the same expectations to each profile; see [Partner Types](https://info.mobilerobot.com/partners/program/partner-types/) (<https://info.mobilerobot.com/partners/program/partner-types/>).

What we expect you can build

A partner should be able to establish and sustain:

- one or more physical experience centers where customers get hands-on with the robot — shared showroom space is acceptable;

- product in stock for immediate fulfillment;
- the full offering: demonstrations, paid trials, sales, installation, and after-sales contracts;
- field-service technicians trained on the product;
- an internal product Champion as the resident expert;
- a rhythm of recurring business planning with the company.

The formal list is in [Requirements](https://info.mobilerobot.com/partners/program/requirements/) (<https://info.mobilerobot.com/partners/program/requirements/>).

How we work together

The partnership values are collaboration, transparency, and a shared commitment to customer success; clear roles in a three-way relationship among company, partner, and end customer; non-exclusive freedom with performance-based rewards; structured planning and disciplined execution; and local presence with responsive support. Loyalty and commitment are rewarded with investment.

Where

Applications are handled by country. The network covered eight countries as of June 2026 and continues to expand — see [Country Availability](https://info.mobilerobot.com/partners/become-a-partner/country-availability/) (<https://info.mobilerobot.com/partners/become-a-partner/country-availability/>).

Next step

Follow the [Application Process](https://info.mobilerobot.com/partners/program/application-process/) (<https://info.mobilerobot.com/partners/program/application-process/>) or [contact the partner team](https://info.mobilerobot.com/partners/become-a-partner/contact-the-partner-team/) (<https://info.mobilerobot.com/partners/become-a-partner/contact-the-partner-team/>).