

Zoku Adds New B2B and Wholesale Capabilities for Complex Sales, Payments and Inventory Operations

Enhanced capabilities help wholesale teams sell faster and more accurately across trade counters, field sales, trade shows, payments and inventory.

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/EINPresswire.com/ -- Zoku has strengthened its [B2B and wholesale POS](#) and [Inventory Management solutions](#) for trade counters, field sales, customer site selling, trade shows, account transactions, complex orders, payments, loyalty and mobile inventory operations.

Used across customer deployments and implementations in the United States and international markets, these capabilities help sales and inventory

teams work faster and more accurately across permanent and temporary locations while the ERP remains the system of record.

Wholesale transactions may require a salesperson to identify a trade account, apply negotiated pricing, review credit terms, prepare a quotation, configure an order, collect a deposit, arrange delivery and source stock from several locations during one interaction.

Zoku presents customer accounts, pricing, credit terms, inventory availability, orders and payments in the context of the sale. Sales associates, account representatives and trade counter teams can make informed decisions and complete complex transactions with fewer steps, without requiring them to navigate back office ERP screens.

Management retains centralized visibility, control and governance through the ERP, with consistent customer, sales, inventory and financial data across locations and channels. This



combines front line speed and flexibility with inventory control, transaction accuracy, data consistency and financial oversight.

At trade counters and customer locations, employees can identify customers, scan or search products, confirm inventory and apply the correct pricing and terms. From a counter, tablet or mobile device, they can complete cash or account sales, create quotations, capture orders, collect payments and obtain signatures.

Zoku can also be deployed quickly at trade shows, exhibitions and other temporary selling locations. Businesses can assign event inventory and pricing, use portable devices and payment terminals, and give teams visibility into stock at the event, warehouse and other fulfilment locations.

Event teams can process immediate sales, serve account customers, collect deposits and capture quotations or special orders for unavailable products. Orders can then be fulfilled by delivery, customer pickup, warehouse fulfilment or supplier fulfilment, allowing businesses to sell beyond the inventory carried to the event.

Zoku supports wholesale price levels, negotiated and customer specific pricing, contract terms, credit limits, purchase order references and payments against outstanding invoices. Associates can manage the full quote to order cycle in Zoku, including creating and updating quotations, retrieving existing quotations from the ERP, and converting them into orders when customers are ready to proceed. The platform also supports configured and customized products, special orders, backorders, drop shipping, partial fulfilment, delivery and customer pickup.

Payment capabilities include card present and mobile payments, secure card on file payments for repeat customers, deposits, partial payments, split tender, account payments and invoice payments. Electronic signature capture supports customer authorization, account sales, order acceptance, proof of collection and delivery confirmation. Returns, refunds and exchanges can be processed using the original transaction and purchase history.

Membership and loyalty capabilities support trade membership, contractor programs, member pricing, points, rewards and vouchers. Zoku Inventory Management supports mobile receiving, picking, packing, transfers, inventory counts, stock adjustments, assembly and disassembly, enabling employees to work where inventory is located.

The breadth of these capabilities is demonstrated across several customer environments.

Lone Star Tool & Fastener uses Zoku for trade counter and field sales. Counter teams and representatives visiting job sites can access the customer, product, pricing, inventory and transaction information needed to complete sales.

Salon Hair Care Supplies uses mobile POS for B2B selling at salons. Representatives use tablets to browse the catalogue with customers, build orders and complete the sales process on site, with orders connected to ecommerce and ERP based invoicing and fulfilment. Other Zoku customers use a similar model for sales away from fixed locations.

Totally Workwear uses Zoku for retail and B2B account sales across multiple locations, including customer specific pricing, credit terms, invoice payments, delivery orders and backorders. Zoku also captures logo printing and embroidery instructions, while Inventory Management supports receiving, fulfilment, transfers and counts.

United Appliances is adopting Zoku POS and Inventory Management for wholesale, contractor and walk in sales, with a focus on counter speed, inventory visibility, pricing accuracy and connected store and warehouse operations.

Sorbus International is implementing Zoku across trade counter, showroom and trade show operations, including a dedicated POS location for APF Exhibition 2026. Event teams will be able to process available products, view inventory across relevant locations and capture special orders for later fulfilment.

By bringing customer accounts, pricing, quotations, orders, payments, loyalty, fulfilment and inventory operations together, Zoku helps improve both the customer and associate experience. Salespeople can spend less time moving between systems, while management retains centralized ERP visibility and control.

For more information about Zoku B2B and wholesale POS and Inventory Management solutions, [visit https://zokusuite.com/netsuite-wholesale-distribution-pos-inventory](https://zokusuite.com/netsuite-wholesale-distribution-pos-inventory).

About Zoku

Zoku is a global SaaS company and NetSuite SuiteCloud Developer Network partner providing unified commerce solutions for retail, wholesale, distribution, food and beverage, and hospitality businesses.

The Zoku platform brings together point of sale, mobile sales, inventory and warehouse management, ecommerce, loyalty and integrated payment solutions. It connects customer facing operations with ERP, ecommerce, payment, fulfilment, delivery and customer engagement systems, helping businesses deliver fast and accurate experiences while maintaining centralized visibility, operational control and financial accuracy.

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