

**Elytra NV** is a venture capital funded spin-off company of **OCAS**. OCAS is a joint venture between **ArcelorMittal** and the **Flemish Region** and is the world leading research centre for innovative steel solutions. Elytra develops, produces and markets structural steel sandwich panels for use in a broad range of industrial applications (e.g. transport, visual communication boards, packaging, furniture, construction, ...). The company is based in Geel and is looking to strengthen the management team with a (m/f)

## International Sales & Marketing Manager

### ***Tasks & Responsibilities:***

As a key person for the growth of Elytra you will be responsible for the development and implementation of the sales and marketing strategy. In close collaboration with the General Manager and the Board of Directors you will formulate short and long term policies and objectives, define KPI's and realize the objectives set. Your tasks include a.o.:

- The active prospecting of the European market, detecting and developing business opportunities and assessing the feasibility (markets, products, applications)
- The setup and follow-up of co-engineering initiatives with (potential) customers, of R&D projects with technology providers en of product testing programmes
- Maintain and deepen existing customer relationships, finalize the ongoing projects and closing sales; in short, managing the entire sales cycle: quotation, negotiation, contracting and monitoring of sales deals
- Developing the necessary support tools for marketing and sales activities
- The follow-up and reporting of KPI's and of relevant sales and financial information.

### ***Profile:***

- Ideally, a master degree in a technical direction (e.g. civil or industrial engineering); other basic training is possible, but a strong relevant technical background, through additional training or experience, is a must
- Minimum 5 to 8 years experience in international sales and marketing of technical, industrial products and applications, in a B-to-B environment with strong emphasis on the realization of tailor-made solutions (co-engineering); experience as technical-commercial key figure between customers and R&D (e.g. as account project engineer) can be an asset
- Knowledge of structural sandwich panels - technology, products and applications - means a plus
- Excellent social and communicative skills, be able to convince, not only because of your technical and sales skills, but also because of your personality: entrepreneur and pioneer, respected business partner, persistent, enthusiastic and result oriented worker with a natural authority
- Good analytical and synthetic ability, strong organizer, structured and pragmatic worker, performing, both independently and in a small team
- Excellent language skills in Dutch and English, good working knowledge of German and French, knowledge of other European language is an asset
- Prepare to make regular trips within Europe depending on the requirements of the job.

Business Powered by People

The logo for Altior, featuring the word "Altior" in a white serif font inside a dark blue rectangular box. A thin vertical yellow line is positioned to the left of the box.

Altior

***Offer:***

Our client is a start-up company, backed by the top industry research centre and by solid financial partners. You will find a unique challenge to work on the development of a young and ambitious organization, with state-of-the-art products and services, in a broad and responsible position, including (co-)engineering, sales, product and market development. You will be able to build the future of the company and your own career. A very competitive salary package is provided, in line with your added value and potential.

***Interested?***

Send your resume to [info@altior.be](mailto:info@altior.be) Attn Eric Pot, Partner at Altior. For additional information, please contact us on +32 (0)56 62 26 30.