



JOB OFFER

Grafityp Selfadhesive Products

Houthalen – 28th November 2018

Grafityp Selfadhesive Products is a leading manufacturer and distributor of self adhesive sign making films, digital print media, laminates and automotive- and deco films. Equipped with the most modern production facilities, the company has been guaranteeing an excellent service to the sign industry for more than 65 years already. In order to achieve a further growth and professionalism within our company, we are looking for (m/f) :

Business Development Manager (International)

Goal

As a Business Development Manager you are responsible for generating turnover and profit, mainly with new customers, in existing and in new markets.

Tasks / Result areas

- **You make an overview of potential customers by visiting certain regions, by analyzing the market and by means of your strategic insight, and you succeed in starting business with them.**
- **You follow-up consistently and build a sustainable relationship with the customers, which leads to recurring sales.**
- **You continuously follow-up market trends and developments and you are able to translate them into commercial opportunities and/or new/adjusted product needs.**
- **You support the Commercial Manager, with whom you will be co-operating closely, and you will contribute to the development of marketing activities that support sales.**

Profile

- Bachelor or Master degree
- At least 5 years of experience in the Sign & Display market
- Product knowledge self adhesive products
- Good oral and written knowledge of Dutch – English – French – German
- Good knowledge of MS-office
- **Travel frequently (40%-50%)**

Skills

- Helicopter view
- Commercial attitude
- **Self-starting**
- Results-oriented
- Stress-resistant
- Communicative and sociable
- Empathy and cultural sensitivity
- Presentation skills and power of persuasion

Organizational Relationship

Reporting to the Commercial Manager

Internal contacts

- Close co-operation with the commercial manager and the CEO
- Co-operation with the Internal Sales Desk, R&D & Marketing

Feel like building the future with us ?

Send your application letter with resume to Grafityp Selfadhesive Products, Centrum-Zuid 1539, 3530 Houthalen

- attn. Patricia Bosman (HR), E-mail patricia.bosman@grafityp.com.
- attn. Philippe Renquin (Commercial Manager), E-mail philippe.renquin@grafityp.com.

Questions

If you have any questions about this job offer, please contact Mr. Philippe Renquin (Commercial Manager), E-mail philippe.renquin@grafityp.com, phone 0032-11-600850.