

## Export Manager

### THE COMPANY

I-Coats N.V. Innovative Coating Solutions, based in Belgium, was founded in 2006 to provide the fibre, rope, net and cable market with solutions for the application of overlay finishes and coatings.

The company culture is one of a small but agile and resilient team; characterized by people-orientation and a quality-driven entrepreneurial spirit.

### THE POSITION

- **Title**  
Export Manager
- **Reporting Line**  
This function will directly report to the Managing Director and Owner of I-Coats NV.
- **Key Responsibilities**  
I-Coats is working worldwide, with clients and partners in the markets of fibres, netting and rope industry.

Priority, the Export Manager will be responsible for the further development of the business in existing client markets and for giving ongoing support to the clients in markets under development or that need to be developed, he/she will be responsible for the acquisition of new clients or partners.

In markets where I-Coats works with agents (today this is the case in a.o. China, Indonesia, Thailand, Malaysia, Singapore, India, Bangladesh, Sri Lanka, Japan, Taiwan and Australia), she/he will be responsible for the development and animation of the agency network.

### THE CANDIDATE PROFILE

- **Education**  
Master or Bachelor in Economics or Commercial Sciences; a degree in Chemistry or Textile Engineering would be a plus.
- **Professional Experience**  
Successful experience of 3 – 5 years in a comparable international sales function; preferably in a B-to-B and a consultative selling environment;  
Experience in the coatings market, selling additives or related products would be a plus.
- **Profile Requirements**
  - A seasoned Export Manager, with high eagerness to travel and to be successful doing business with differing overseas cultures;
  - A passion for sales, marketing and technical support;
  - Interest and feeling for working in a technical environment;
  - Excellent communication skills effective in different cultures and with all levels within an organization;
  - Definitely a team player, with high capacity to perform autonomously;
  - Hands-on and result-driven;
  - Proficiency with Microsoft Office.
- **Languages**  
Fluency spoken in Dutch, English, French, and preferably German.
- **Location**  
He/She will work a maximum of 1 or 2 days per week from the headquarters in Antwerp. 30 – 40% of working time will be spent abroad, traveling to clients / prospects / partners.

Do you want to know more? Feel free to contact Koen Van Goethem

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