



Our client, **INTERTEC** (HQ in Neustadt, Germany) is a leading manufacturer of the most comprehensive range of field protection solutions available globally. Since 1965 **INTERTEC** has been designing, engineering and shipping over a million outdoor enclosures to protect equipment in the most demanding operating conditions on Earth, from Arctic regions to the hottest desert.

**INTERTEC** operates five production/assembly sites worldwide (Germany, Canada, USA, Russia) and a global network of local sales & support offices and agents. The company is a reputed partner for the world's foremost energy, oil & gas operators and engineering houses who rely on **INTERTEC** products and services to protect their instrumentation, control and analytical equipment against extremes of climate, via high-performance enclosures, shelters and heating or cooling components. More than half of **INTERTEC**'s output is in the form of turnkey enclosure solutions complete with the user's equipment, designed, assembled and shipped to the operating site, ready for use.

To further develop and manage the commercial activities on the Belgian market, **INTERTEC** has an exciting career opportunity available for a talented, ambitious and successful (m/f) :

## Business Development Manager Belgium

### Chemical/Petrochemical Industry

#### European Career Opportunity

#### MISSION

- After a training period (min. 2-3 weeks in Germany) you will further grow the sales of the complete INTERTEC product-portfolio, predominantly in the Chemical/Petrochemical/Oil & Gas industry and related vertical markets with a strong focus on the Antwerp process industry. • You will respond to technical and proposal requests from existing and prospective customers and you will build-up and develop long-term relations with End Users, Agents and Engineering Companies.
- You will develop commercial initiatives, participate in strategy formulation, detect market opportunities and generate business leads. • You will work closely together with Projectmanagers and a Design- & Engineering team in Germany to match product offerings and support to specific customer needs, requirements and applications • For major international capital projects you will liaise and follow-up with Engineering Companies in The Netherlands. • You will provide forecasts and market and sales planning information and you will report directly to the Director of Business Development & Marketing in HQ in Germany. • Gradually you will grow into a more European/International Business Development role.

#### PROFILE

- To qualify for this position you preferably have a (higher) technical degree with ideally knowledge of or technical affinities with instrumentation and control/analytical equipment. • You have a relevant and successful experience in selling technical products and solutions to the Petrochemical/Chemical/Oil & Gas industry and related sectors (e.g. energy, utilities). • You have the ability to identify and capture long term business through end-users, agents and engineering intermediaries. • You are an ambitious, resourceful and self confident professional with excellent networking skills. • You are pro-active, autonomous and full of initiative. • You have strong business acumen and a real commitment to achieving goals and results. • You have good communication and inter-personal skills and you are persuasive and able to deal with all levels at customer accounts. • You are fluent in English with additional languages (French, German) as a plus. • This position is field based and requires extensive travelling all over the territory.



#### INTERESTED ?

Send your Application Letter and CV (in English) to **Search & Selection Antwerp** for the attention of Mr. Marc Van Beethoven : [m.vanbeethoven@searchselection.com](mailto:m.vanbeethoven@searchselection.com).  
You can also apply on-line : [www.searchselection.com](http://www.searchselection.com) using reference number : 11134.



#### OFFER

**INTERTEC** offers attractive long-term and European/ International career opportunities in an exciting and professional work-environment with a solid and reputed marketleader. You can look forward to a competitive remuneration package with benefits, company car and incentives according to your contribution to the growth and success of the business.

