



## Marine Business Segment Manager

### Company information:

The Promat organisation is part of Etex, a Belgian industrial global organisation with around 17.000 employees and a presence in 44 countries, specialised in the production and marketing of high-quality building materials. The group brings together companies that are leaders in their markets and the products and brands all enjoy good reputations worldwide and draw on longstanding experience and tradition in their respective markets

Promat develops unique fire protection and insulation solutions for the construction & industrial markets – protecting lives, securing values and providing safety and energy savings. Being a worldwide supplier of pro-active fire protection panels and systems, best insulating solutions for marine applications and offering an extensive range of products designed to meet the most stringent of requirements of 21st century, our Marine Division is seeking for a **Marine Segment Business Manager**.

### Function and main accountabilities:

The main purpose is to provide strategic leadership, manage the sales, volumes and contribution of the Marine Segment via a matrix structure. This role requires strategic leadership of the Marine Segment including the development of products, applications and customers

- In association with the Managing Director of Promat International, develop the strategic approach of the segment and provide a global view to the management.
- Responsible for the sales volume and contribution at Group Level.
- Develop, manage and coordinate (in conjunction with Local Managing Directors ) the existing network of Marine sales (Business Unit Managers, Area Sales Managers and sales agents) worldwide to achieve annual plans but also long term business plans.
- Manage the product offering by looking into new applications, developments, internally or through acquisitions.
- In association with the Managing Director of Promat International and the Local Managing Directors/Local Marine Managers prepare annual budgets together with business plans.
- Ensure through international networking of architects, designers, testing institutes, operators ... that the Promat offering is specified.
- Coordinate the group marketing approach with the local sales companies.

**Knowledge and experience:**

- Must have a minimum of 15 years of experience; including at least 10 years of experience in Marine Industry - w/ demonstrated significant growth patterns.
- P&L experience and able to acquire business profitably.
- International - lived and worked abroad or worked in a global role - experience in working in multi-cultural environment and have the ability to act upon cultural differences.
- IT literate with good communication skills both verbally and in writing.
- Proactive in raising potential threats to the business and providing practical options for their resolution.
- Proven leadership successes in international environment.
- Proven success in defining segment strategy and cascading it through international matrix structure.
- Strong communication, presentation and decision making skills - ability to balance conflicting interests.
- Proven sales and marketing successes both in terms of margins and volumes.
- Negotiation and leadership skills are a pre requisite.

**Offer:**

Key to Promat's success is the company's human capital, always a strength and strong competitive advantage. Therefore, our employees are result oriented, initiative seekers, and highly motivated team players who meet the highest possible standards of professional knowledge, responsibility and reliability. Long-term employability also depends on the continuous development of employees' skill sets and capabilities. Promat therefore strives to be a true learning organization where people are inspired to invest time and effort in personal development. The necessity to adapt to the demands of a rapidly changing business environment also means that higher commitment through greater responsibility and involvement builds team spirit.

**Interested?**

If you are interested in applying for this vacancy, please submit your c.v. en motivation letter to Miek Coremans, HR Manager.

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