



Confidential

POSITION : “BUSINESS DEVELOPEMENT MANAGER ”



The Company :

Magotteaux is a Belgian group of foundries who has grown into a global player with a strong sales and production presence on all continents.

The Group specializes in comminution (material size reduction). They cover:

- the production processes of our different customers,
- the wear mechanisms (abrasion, corrosion, impact) involved,
- the materials (alloy) aspects.

Magotteaux' experience with individual customer cases has culminated in turning what was originally a passion into a true expertise in:

- the grinding process as a whole (crushing -> grinding -> ultra-fine grinding) and
- in wear mechanisms applied to crushing, grinding, pyro-processing and dredging.

They provide solutions to industries where mastering comminution and wear is key for manufacturing their finished products. These products are split into two categories: grinding media and castings (wear resistant parts).

Though Magotteaux is no equipment manufacturer, they design and manufacture some machines 100% in-house namely a classifier, sensors (to check on the ball/pulp filling degree of mining ball mills), an automated ball addition system, a vertical shaft impactor and a mobile crushing unit.

The industries Magotteaux supply are: cement, mines, aggregates and recycling, power stations and dredging companies. These customers all share the same concerns: cost and performance optimization.

Magotteaux's role is key to meet these needs :

- Identifying particular needs in order to choose best-suited solution together;
- Designing, manufacture and install wear resistant parts for equipments;
- Following up equipments during whole lifecycle to ensure the highest performance level.

Key figures 2007 :

- Sales : 473,086,000 €
- Production : 262,751 Tons
- Employees : 2,604

<http://www.magotteaux.com/>



Business Development Manager

Department / Segment : Sales & Marketing / New Business / Usine 3

Job Title : **Business Development Manager**

Reporting to : Chief Sales & Marketing Officer

Location : Liège, Belgium

Context of Recruitment :

- **Magotteaux - Usine 3** has been built in the 60s to answer Chemical and oil's sectors needs of dredging and crushing manufactured parts.
- The plant is today employing 80 staff, generating €15M of revenues and dedicated to manufacture :
 - Hammers
 - Coolers grate
 - Pumps casing, wear plates, wear shoes, ...
- **Cement, mining** and **dredging** industries are the main customers

In order to support Magotteaux ambitious growth plan the business is creating a new position for a **Business Development Manager** linked to usine 3 to lead the growth in the new markets generating sales revenue in excess of €15M today.

Scope:

- Full accountability for the market segment growth and Gross Margin.
- Segment business includes product applications manufactured by Usine 3

Responsibilities:

- Drive the growth of the segment
- Develop in-depth market knowledge : End-use applications, trends, drivers, value chain, size, growth...
- Identify unmet market needs. Initiate and lead projects to meet the needs ensuring a profitable growth of the segment
- Coordination with Usine 3 Research & Development teams to drive the projects, develop a strong relationship with key customers and have a common approach.



Business Development Manager

Ideal candidate profile :

- ◆ **Age** : 30 / 40 – Flexible
- ◆ **Education** : University degree in engineering or related discipline
- ◆ **Experience** :
 - Successful track record of business growth
 - Solid Sales and Marketing track record in B2B environment for Technical products
- ◆ **Languages** : Fluent in French and English. German is plus.

Knowledge, abilities and personal characteristics:

- Business acumen and Global Thinking
- Marketing sensitivity
- Analytical Skills – Abilities to synthesise and communicate clearly
- Project Management skills – Abilities to initiate, lead, organise and complete a full development project with milestones, sense of tasks planning and timing
- Communicate effectively at all level
- Autonomous but strong team player
- Proactive, problem-solver, “Do'er” , “Can do” attitude
- Building partnerships
- Outstanding Interpersonal skills

Contact Information :

Sophie Moureau
Senior Researcher
Alexander Hughes Benelux
Rue Tenbosch 9
BE-1000 Bruxelles
Direct tel: +32 (0)2 639 68 23
Fax: +32 (0)2 639 68 38
E-mail: s.moureau@alexanderhughes.com
http:// www.alexanderhughes.com