

WORK WITH US

## ARCHITECTURAL ETFE CONSULTANT

Vector Foiltec is the world market leader for transparent ETFE constructions and realizes innovative roofs and facades worldwide. We are constantly expanding our portfolio with technically complex, national and international Texlon® ETFE projects. It is vital for Vector Foiltec to work closely with Architects to give them the tools to incorporate ETFE within their designs and to encourage the use of ETFE wherever possible.

**As such, we are looking for an individual from an architectural background to build strong relationships with key architects, educate them on our technology, and encourage its use in schemes across the Middle East.**

The role will cover the whole of the Gulf Region.

### Your role will include

- Identifying and engaging with architects and engineers within relevant sectors
- Present CDP type presentations to provide specialist knowledge of ETFE
- Consult on projects that are considering the use of ETFE to encourage its use and ensure the application is optimized
- Liaise with the group marketing team to create and apply the right marketing strategy
- Creating and maintaining relationships with decision makers to increase chances of success
- Working independently and as part of a team. Liaising internally with the ME Director, European Head of Sales and Sales managers
- Regular use and maintenance of a CRM system to manage opportunities and work load allowing regular interrogation of performance and forecasts
- Location: Riyadh or Dubai

### Your profile

We expect candidates will have experience in the architectural industry or a connected field, preferably with specialist envelope or cladding knowledge.

### Your strengths

The attitude of the consultant is of prime importance for success; they must be hungry and positive with excellent communication skills. Building strong relationships with key decision makers is vital. The individual must listen to their requirements and communicate affectively how Vector Foiltec can help solve their problem.

### We offer

- Competitive salary and package
- Development of a specialist field for technical knowledge by the inventors and market leaders
- Travel expenses paid



Phil Schneider

If you fit this profile, we would like to get to know you and possibly offer you an interesting position:

Your contact:  
Mr. Phil Schneider  
Head of Sales EMEA  
[phil.schneider@vector-foiltec.com](mailto:phil.schneider@vector-foiltec.com)