

SEATING CONCEPTS b.v. in Amsterdam is the Dutch subsidiary of the SEATING CONCEPTS CORPORATION, based in San Diego (California, USA), with plants in Mexico, Brazil, and Malaysia. The company is one of the world leaders in seating products for public auditoriums, movie theatres, performing arts centers, schools and churches.

1200 motivated employees and a production capacity of 3,000 chairs per day enable SEATING CONCEPTS to provide its customers superior high quality products, competitive pricing, punctual deliveries within the agreed deadlines and professional service.

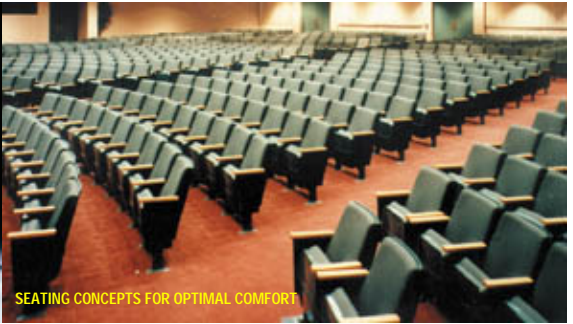
Innovative designs such as a chair which has both a rocker movement and retractable armrests (see picture) have made SEATING CONCEPTS the preferred choice of the leading commercial theaters. Its designs are the result of state-of-the-art ergonomic research combined with human engineering design techniques. The stringent quality controls in its 100% fully integrated manufacturing facilities allow SEATING CONCEPTS to offer an unconditional warranty of five years which is unparalleled in the industry.

Globally, SEATING CONCEPTS is selling its products through furniture wholesalers, distributors and dealers in over 50 countries representing every continent. Growth in market share will continue as the company expands its sales force and cultivates its distribution network not only in the United States, Asia, Latin America and Canada but also in Europe.

To strengthen its European operations, SEATING CONCEPTS is opening a sales office in Amsterdam and is looking for an experienced, highly qualified Sales Manager, who will be offered the opportunity to grow in responsibilities, function and income.



ROCKING CHAIR WITH RETRACTABLE ARMRESTS



SEATING CONCEPTS FOR OPTIMAL COMFORT

CONTRIBUTE TO OUR WORLDWIDE EXPANSION ...ADVANCE IN YOUR CAREER AS SUCCESSFUL

SALES MANAGER EUROPE

WITH GROWTH POTENTIAL FOR THE POSITION OF GENERAL MANAGER EUROPEAN OPERATIONS

FUNCTION & RESPONSIBILITIES

After an introduction period and extensive product training in the U.S.A. you will be directly responsible to the President of the company for generating growing sales and market share in Europe through effective selling and promotional efforts.

Your major tasks and responsibilities will include amongst others:

- A) acquiring and developing new major accounts.
- B) servicing and expanding existing major accounts into lasting business partnerships.
- C) reviewing market analyses to determine customer needs and sales volume potential.
- D) giving assistance to distribution partners and their staff in promoting sales.
- E) coordinating sales activities by establishing territories and goals and assigning them to sales personnel.
- F) leading, supporting, coaching and motivating the sales team.

WHAT DOES SEATING CONCEPTS OFFER YOU CONCRETELY ?

- 1. a challenging and diversified key position with a dynamic, constantly innovating world market leader in public seating;
- 2. a high responsibility top management function with frequent international contacts inside and outside Europe giving scope for optimal personal self-fulfillment;
- 3. a real career opportunity with the potential of leading to the position of General Manager European Operations;
- 4. a pleasant, open and stimulating working environment with short lines of communication as well as a youthful, dynamic team spirit;
- 5. a competitive compensation package with attractive fringe benefits including a company car;
- 6. the possibility to get acquainted with the company's management beforehand in a personal, informal "one-on-one" meeting in Amsterdam without any engagement.

DESIRED QUALIFICATIONS

For this important growth function only dynamic and ambitious candidates 35 years and older, who fully meet the following qualifications, will be considered:

- 1. You have at least 7 years international experience with sales management tasks similar to those specified under A through F in the left column Function & Responsibilities.
- 2. You have an intensive experience with proven results in selling durable investment goods through distributors and dealers in Europe.
- 3. You have a commercial university-level education and skill with MS-Office software.
- 4. You have excellent communication, interpersonal and leadership skills.
- 5. Your English, German and Dutch are fluent (other languages such as French are an asset).
- 6. You are willing and able to spend 75% of your time travelling throughout Europe.

DO YOU MEET THE DESIRED QUALIFICATIONS AND ARE YOU INTERESTED IN IMPROVING YOUR PRESENT POSITION ?

CALL MR. PETER VLEESCHOUWERS +32 (0) 89-30.55.14

All it takes is a SIMPLE PHONE CALL to find out QUICKLY and DISCREETLY if your ambition is in line with our offer.

EVEN IF YOU ARE NOT THINKING OF A CHANGE FOR THE TIME BEING, IT WILL BE WORTHWHILE TO HAVE MORE INFORMATION.

DO NOT HESITATE and CALL WITHOUT DELAY Mr. PETER VLEESCHOUWERS, RECRUITMENT PARTNER of our Personnel Management Consultants K.M.C. Phone: +32-89-305514. Preferably on SATURDAY between 13.00 and 18.00 or on WEEKDAYS between 19.00 and 20.30 hours.

You can also react by mailing him your c.v. together with a specification describing concretely to which extent you fulfill each criterion of the desired qualifications.



KUZELJ MANAGEMENT CONSULTANTS WITH OFFICES IN AMSTERDAM, GENK, LANAKEN, MAASTRICHT offer assistance to expanding companies in finding highly qualified and motivated staff with the aid of the unique computer-, phone- and video aided KMC-RES™ (Recruiting Expert System) with which any vacancy, regardless of its degree of difficulty, is filled worldwide in an effective and fast way. To entrepreneurial, commercial managers who look for a new challenge, K.M.C. offers the possibility of a highly rewarding RES™-partnership in their own region. Visit our website for more information.

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