

Join our team!

Commercial Manager

West-Coast, USA

Calling Commercial talents!

i4F is looking for a motivated commercial talent to support its day-to-day operations as well as to further optimize its commercial performance. Are you the curious, agile, dedicated and disciplined team player we are looking for? Our direct customers (licensees) are flooring manufacturers using i4F technologies under our license. We also have built relationships with flooring importers, distributors and retailers, who can influence their vendors/manufacturers to use i4F's technologies. We create awareness and educate this target group on i4F's technologies. We call this 'Demand Creation'. We are looking for a commercial manager to nurture our current relationships and develop new ones.

About us

i4F is a global innovations group, focused on patents and technologies that are revolutionizing the flooring industry and beyond. Our vision is to enhance where people live, work and play with ingenious technologies from the floor upwards, through technological excellence, meaningful innovation, and human partnerships.

We believe that even the smallest innovations have the potential to transform not just products, but the lives of the people that use them. It's why we own and represent more than 3.000 patents and technologies. And it's why we continue to develop more, both independently and with our partners.

We work together with the world's leading producers and innovators to develop powerful, future-driven solutions for the flooring industry. Our patents are divided into six clusters: drop-lock, surface finishing, digital printing, board composition, wall and ceiling as well as sustainable process technologies. We're experts, specialists, dreamers, and do-ers. We're entrepreneurs at heart with a shared passion for meaningful innovations.

About the role

- Bring our concept of 'Demand Creation' to a more granular level by developing privileged relationships with regional flooring brands, distributors, and retailers.
- Develop awareness and appetite for i4F's technologies, and funnel demand towards i4F's licensees.
- Monitor the market, gather market intelligence, and help detecting infringements of our intellectual property.
- Attend monthly meetings in our US base in Atlanta, Georgia
- Your home office can be your base
- The job is performed mainly externally, visiting your demand creation contacts.
- Location: Covering the Pacific and Mountain Zones
- This function reports to the President of i4F Inc.

Job duties & Responsibilities

- Propose and manage your objectives and action plan;
- Create and follow your contact and visit plan;
- Create demand by visiting flooring brands, distributors, and retailers, promoting i4F's existing and new upcoming technologies;
- Represent i4F in regional flooring exhibitions, as well as other events;
- Monitor competition and report new market information;
- Spot and signal alleged IP infringements you might come across;
- Maintain a close cooperation with the technical support manager, to assure the best holistic support to your demand creation clients.

About you

- Bachelor's degree or equivalent;
- Minimum 8 years of commercial experience;
- Working experience in the flooring industry is a plus, but not a must;
- Curious, agile, self-motivated;
- Self-confident without arrogance, good listener, inspiring trust;
- Sense of discipline and organization.

What we offer

- A dynamic and international working environment operating in a flat structure, with an informal but focused organization;
- The chance to join a unique, very fast-growing, results driven company;
- To be part of a global yet lean group of people, where each individual counts;
- To work with a highly experienced international management team;
- The opportunity to build your potential in a fast moving and respectful environment;
- To be part of an experienced, engaged, supportive and diverse team where talent from different backgrounds and cultures contribute, thrive and flourish;
- An exciting full-time job (40 h) with plenty of opportunities for personal input, initiatives and growth;

Let's find out if we click!

Please send your application (CV and motivational letter) to "HR@i4f.com" specifying the subject on the email "Talented Commercial Manager".

i4F.com