

Curriculum Vitae

Toon Pottie

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Date of birth: September 13th 1984
Gender: Male

Work Experience

Arcadis Belgium

Design & consultancy company for built and natural assets

Project Manager Sustainable buildings Jan 2022 – Jul 2023

- Project Manager to improve energy efficiency for building envelope & technical assets
- Making use of innovative solutions to improve efficiency and result: (drones, energy monitoring, thermal camera, etc)

Building Consultant & Team Coordinator Sep 2021 – Dec 2022

- Project Manager for condition assessments NEN2767 of built assets (facades, roofs, interiors, HVAC, etc.) CAPEX, OPEX+Remediation
- Managing a team of building assessors (deadlines, P&L, etc.) & optimizing workflows
- Based on assessment data, consult customers to improve/optimize their building assets and guide them in the maintenance phase.

VELUX Commercial

Daylight & ventilation skylight solutions for the building project market

National Technical Sales Project Manager Aug 2018 – Sep 2021

- Advisor in the building project market in multidisciplinary fields: window & glass construction, building details, airtightness, fire, ventilation, controls & electricity, etc
- Set-up a complete database of technical knowledge in all building-related fields.
- Interfere as technical expert & provide trainings

Project Sales Manager Dec 2014 – Sep 2021

- Business development from scratch after VELUX modular skylights launch in 2014
- Pro-active project consultancy to architects, building owners & contractors during design, tender and execution phase. Annual personal sales value €1.000.000

Renson Ventilation NV

Ventilation & sunprotection solutions

Product Manager Ventilation Jan 2012 – Dec 2014

- Define the general product strategy for professional & DIY ventilation products in the EU
- Market intelligence: follow market trends and upgrade competition knowledge.
- International category management through in-depth product & sales analysis
- Business development: from idea generation & product development to successfully implementing new products into the market
- Define and manage product development in co-operation with R&D and Sales

Account Manager O.E.M. Jan 2012 – Dec 2014

- Develop customer relationships for the Original Equipment Manufacturer market (Sales Target €1.000.000)
- Prospection of new customers in Belgium, France, Netherlands and Germany
- Follow-up via CRM (SAP)

Daikin Europe NV *(headquarter EMEA)*

High quality HVAC-R products

Consulting Sales Engineer EMEA& CIS Sept 2007 – Jan 2012

- Technical consultancy and project sales of large product portfolio of air-conditioning, heating and controls for the building projects market in Europe, Middle-East & Africa.
- Presenting and organizing seminars & trainings in EMEA&CIS for large audiences including engineering consultants, architects, project developers and building owners.
- Business development, project sales and after-sales support for Middle-East and Africa
- Business development for local sales offices in Dubai (3 months), Abu Dhabi (2month) and Belgium (3months).
- International Key account manager EU customers

Education

Thermography	2022
Drone Open A1/A3 certified	2022
Certified NEN2767 condition assessor	2021
BDA Dak- & gevelopleidingen specialist flat roofs	2020
Vlerick Management School	2006-2007
<i>MBA Master in Marketing Management</i>	
○ BELGACOM ICS (<i>in-company project</i>): VoIP Market Research of Eastern Europe and the Middle East	
○ NOVARTIS (<i>in-company project</i>): Marketing audit for Xolair product	
Hogeschool Gent	2002-2006
<i>Master Industrial Engineer in Electronics (Erasmus Valencia, Spain, Universidad Politecnica)</i>	
Technical Sciences	1997 - 2002

Language Skills

LANGUAGE	READING	SPEAKING	WRITING
Dutch	Mother tongue	Mother tongue	Mother tongue
English	excellent	excellent	excellent
French	very good	very good	good
Spanish	good	basic	basic
German	basic	basic	basic

Limited Belux projects reference list

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|--------------------------------|--|
| ○ Nike Laakdal | Jaspers-Eyers Architects + Antwerpse Bouwwerken |
| ○ Roeselare AZ Delta | VK engineering & architecture + Antwerpse Bouwwerken |
| ○ Ardoie - Ardo | BVDL architecten + Alheembouw |
| ○ Sint-Pauwels – St-Jozef RVT | VK Architecs + Novo IB |
| ○ Oostende – Sleptank | Signum+ architects + Artes |
| ○ Diksmuide – De pluimen | AVA partners + Artes |
| ○ Temse – Cordeel HQ | Binst Architects + Cordeel |
| ○ Menen – Van Marcke HQ | AAVO architects + Willy Naessens |
| ○ Antwerp – Militair Hospitaal | 360 architecten + Artes |
| ○ Manders & Borremans | Coussée & Goris Architecten |

Professional Profile

- Pro-active, entrepreneurial & hands-on
- Empathic, result-oriented
- Consultative & pragmatic

- Computer Skills:
 - Cubase
 - Various: MS Office, Photoshop, HVAC design, SAP CRM
 - CAD Sketchup, Autocad
 - Programming: C++, Java, Matlab, Unix, VHDL

Leisure Activities

- Wood- & technical projects
- Audio, video, photography, guitar
- Mountainbiking, travelling, hiking, cycling