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Bachelor: Applied informatics, 2019  
Industrial sciences and technology  
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**INGREDIENTS FOR MY DREAM JOB FUNCTION**

**COMPETENCES**

- Problem-solving
- Negotiation
- Working in teams
- Critical thinking
- Working independently
- Installing and repairing equipment
- Persuading and selling
- Programming (IT)

**INTERESTS**

- Realistic
- Enterprising
- Social

**INGREDIENTS FOR MY DREAM COMPANY**

**CAREER DRIVERS**

-  Team work
-  Professional / technical excellence
-  Life-Work Balance

**BOUNDARY CONDITIONS**

- I am willing to commute to work (one-way) 30 mins max
- I am willing to spend 10% of my time abroad in East Flanders
- I prefer A combination of stability and flexibility
- I prefer an Regular work schedule

**SUGGESTED DREAM JOBS**

**LIST OF POSSIBLE JOBS**

- Service & support engineer
- Project engineer
- External sales executive - hunter
- Product manager
- External account manager - farmer
- IT analyst - technical
- IT architect software
- Researcher

**MY IDEAL COMPANY CULTURE**

**COMPANY CULTURE**

Clan	28.58%
Adhocracy	24.77%
Hierarchy	24.10%
Market	22.54%

## LIST OF POSSIBLE JOBS

### • SERVICE & SUPPORT ENGINEER

As a Service Engineer, you are required to design, install, or repair equipment related to different technological sectors. Your repair and installation duties are mostly performed at the client's location. Your tasks include analyzing existing problems and finding a solutions, interacting with clients, installing new installations, and teaming up with other professionals.

Alternative job names:

Commissioning engineer

### • PROJECT ENGINEER

Your role can be described as that of a liaison between the project manager and the technical disciplines involved in a project. In addition, you are often the consumers' primary technical point of contact. Your responsibilities include schedule preparation, pre-planning and resource forecasting for engineering and other technical activities related to a specific project. You may also be in charge of performance management of vendors. You safeguard the accuracy of financial forecasts, and as these tie in to project schedules, you also ensure that projects are completed according to project plans. Finally, you manage project team resources and training and develop extensive project management experience and expertise.

### • EXTERNAL SALES EXECUTIVE - HUNTER

You are a key point of contact between your organisation and its potential clients: you manage a portfolio of prospective customers, acquire the information and build the strategy to win them, proactively contact and visit them, offer advice, explain specific products and solutions, and reach your business goals. You work from the office but also often on the customers' premises, with multiple visits scheduled every week. You regularly work with the internal sales executive.

Alternative job names:

Sales specialist, Sales representative

### • PRODUCT MANAGER

You manage a product or service lifecycle (from launch to end-of-life). You organise this from A to Z in line with the organisational (product) strategy. You are responsible from planning to execution and make sure that financial objectives are met. This includes market analysis, product co-definition, pricing strategy, product launch planning, sales training, customer support, inventory monitoring, market pricing, etc.

Alternative job names:

Brand manager (in FMCG sector), Category manager (in technology sector)

### • EXTERNAL ACCOUNT MANAGER - FARMER

You are the key point of contact between your organisation and a limited number of existing customers. You create sales opportunities for a wide range of products, often all the products and services that your company offers. You build a strong network within your clients' organisations, are responsible for stakeholder management and are accountable for business goals. You are a generalist rather than a specialist. You work from the office but also often on the customers' premises. You regularly work with the internal account manager.

Alternative job names:

Key account manager, Partner account manager, Channel account manager

### • IT ANALYST - TECHNICAL

You consult with management and help develop software and/or apps to fit clients' needs. You provide accurate, high-quality analyses of new program applications. Moreover, you perform tests, locate potential problems, and solve them in an efficient manner. Your exact job areas may vary (e.g. security, databases).

Alternative job names:

Application systems analyst, Database analyst, Data security analyst, Systems/apps security manager

### • IT ARCHITECT SOFTWARE

You are responsible for the design, structure, and maintenance of software or data solutions. You ensure the accuracy and effectiveness of these solutions relevant to an organisation or project. One of your tasks is to explain complex technical concepts to non-technical staff.

Alternative job names:

Software engineer, Application engineer, Application systems architect, Software architect, (Big) Data architect

### • RESEARCHER

You work on a long time mission in a specific scientific area. You use a variety of methods to collect, analyse and report information to others, either in written or oral form. You may be employed in an academic setting or a wide range of industries, depending on your individual expertise and field.

Alternative job names:

Phd (Doctor of Philosophy)

## ORGANISATION CULTURE

### • CLAN 28.58%

Your ideal work environment is a friendly one. People have a lot in common, and an organisation is just like a large family: the leaders or the executives are mentors or maybe even father figures. The organisation is held together by loyalty and tradition, and there is a great degree of involvement. The organisation emphasises long-term Human Resource development and binds colleagues by a shared cause. Success is defined within the framework of addressing the clients' needs and caring for people. The organisation promotes teamwork, participation, and consensus. If this is your preferred culture, you might want to look for a job in smaller companies with a strong focus on values and people, NGOs or social/non-profit organisations.

### • ADHOCRACY 24.77%

This is a dynamic and creative work environment. Employees take risks, and leaders are seen as innovators and risk-takers. Experiments and innovation are the fabric of this kind of organisation. As its long-term goal is to grow and create new resources, the definition of success is launching new products or services. Prominence is emphasised and individual initiative and freedom are promoted. If this is your preferred culture, you might want to look for a job in start-ups or smaller companies that are innovative or active in innovation, sales and marketing. Alternatively, you may want to start your own company.

### • HIERARCHY 24.10%

This is a formalised and structured work environment. Procedures decide what people do. Leaders are proud of their efficiency-based coordination and organisation. Keeping the organisation functioning smoothly is a top priority. Formal rules and policy are what keep the organisation together. Its long-term goals are stability and results, paired with an efficient and smooth execution of tasks. Trustful delivery, smooth planning and low costs are what define success. Staff management guarantees work and predictability. If this is your preferred culture, you might consider working for the government, in more traditional, larger companies, large consulting agencies and industries such as banking.

### • MARKET 22.54%

This is a results-based organisation that emphasises finishing work and getting things done. People are competitive and goal-oriented. Leaders are drivers and producers with high expectations. The emphasis on winning is what keeps the organisation together. Reputation and success are top priorities and the long-term focus is on reaching goals, with market penetration and stock being the definition of success. Competitive prices and market leadership are important, and the organisational style is based on competition. If this is your preferred culture, you might consider looking for a job in a medium-sized enterprise or a larger multinational that is sales- and goal-driven. Not unsurprisingly, most US companies fall into this category.