

## **Get to Know the Team**

### **Please introduce yourself and your role at Integration Technology:**

I am Koen Santegoeds, Business Development Manager for Integration Technology. I work alongside with our Management team, and our partner company IST Metz. My role is to serve our existing accounts, find new markets and new UV applications. My operating area is mainly Europe, and I also support globally activities. My goal, is that Integration Technology will be seen as the ideal partner, for any customer that is integrating UV technology.



### **How did your journey with Integration Technology begin?**

I joined Integration Technology in 2016. After working 15 years in the offset printing industry, I have decided to switch jobs. It all started when I was joining the JGAS exhibition at the Tokyo Big Site. There I met David Johnson, Sales Director for Integration Technology. They were looking for a BDM in Europe. To be honest it was a nice conversation, but what can you do with UV? After some research, I found out that the UV business was not only growing a lot, but also the markets/applications where you can use UV technology are almost unlimited.

### **What do you enjoy about your role within Integration Technology?**

The markets we are operating in are very diverse. One day you are working for the wood industry, the next day for the printed electronics, or disinfection, and so on... . Together with a great team from Integration Technology we are fulfilling our customer's needs. It is really satisfying to explore new markets and solutions that lead to great corporations and new innovations. It is never boring.

### **Why do you think customers choose Integration Technology?**

As an Innovative company like Integration Technology, we are always pioneering and searching for new UV markets and applications. In these days, there are more demands of special products and customisation. The industry has to be flexible in changing their processes quickly. Integration Technology has the capability to think with the customer and come to right solution that leads to greater products, processes, and cost savings. For us, a customer is a partner.

### **About you:**

I'm happily married with Jolanda, and we have two great kids. I like traveling, playing tennis, cycling, and going out with my metal detector. I also like to relax with a good glass of red wine at the fireplace reading a book.