

Account Manager Netherlands

Amsterdam Area

 Interested in working at the Benelux branch of a 75-year-old international company?

To further develop and support our growth in the Netherlands, our partner is looking for an **Account Manager Netherlands** 😊

Your responsibilities

As an Account Manager, you will work on the development of the business in the Netherlands for our clients M&D Benelux. You will introduce their products and brands to customers and potential customers and grow your network.

Your responsibilities include (among others):

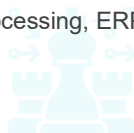
- You are responsible for the sale of auto-parts to distribution platforms and stores
- You establish contacts (active prospecting) and maintain relationships with existing customers
- You manage your customer portfolio and region with care and autonomy
- You prepare a weekly plan of the stores you want to contact and visit
- You visit and also participate in trade fairs
- You are on the road daily, but also take time to follow up on appointments (home office)
- You regularly visit headquarters for product training and team meetings
- You support internal colleagues with all necessary and relevant information about your customers
- You handle commercial mediation regarding complaints and returns when necessary
- You negotiate cooperation terms in line with our overall sales strategy
- And more.

Offer

- Our client offers a pleasant working environment within a family structure.
- They are a dynamic and fast-growing company.
- They give you the opportunity to grow together with the company and the business.
- You will be one of the very first employees of the company in the Netherlands, supported by the team in Belgium (where you will find a great team spirit 😊).
- You will have the chance to be involved in strategic discussions on what needs to be done to further develop the company in the Netherlands.
- They offer a role where you can make a real difference in the growth of our company in the Netherlands.
- They also offer a competitive salary package in line with your experience and responsibilities.

Your profile

- ▶ You have a bachelor's degree (or equivalent through experience).
- ▶ Our client is open to motivated junior candidates for this position 😊
- ▶ You work accurately and independently, and challenges don't scare you
- ▶ You are skilled in advising and closely supporting both existing and new customers
- ▶ You communicate smoothly, both with customers and internally within the company with colleagues
- ▶ You are interested in the automotive sector, and knowledge of auto-parts is a strong plus
- ▶ You feel comfortable in a role that combines sales with its administrative follow-up
- ▶ You also speak some French, English, or German (it's a plus, not mandatory)
- ▶ You are computer-savvy: MS Office, data processing, ERP (Odoo)



Interested? Perfect!

Send your resume to contact@sinequanonrh.be

