

Account / Project Manager (40hrs), Amsterdam

We are looking for a driven, ambitious and enthusiastic Account Manager, to expand our sales team in Amsterdam.

Who we are

XLCONCEPT (xlconcept.eu) has been a creative, reliable and leading marketing company for over 25 years. We offer unique promotional items, developed specifically for brands. We also offer POS materials and loyalty programs. A few of the brands we work for, are Gillette, Coca-Cola, Ahold, AXE, Bertolli, TNT, Rabobank, L'Oréal, Pepsi, Bacardi, KLM, Heinz and Always.

We're a creative company with a flat organisational structure and an informal, open culture. About 50 colleagues work at our headquarters in Amsterdam. We offer a dynamic and professional work environment at our Amsterdam office with competitive employment conditions.

Who we are looking for

You are a scrupulous, energetic person that works well in a team or alone, in a dynamic work space. After a short orientation period, you will start working on multiple accounts. You will be in touch with clients on a daily basis and you will maintain contact with our purchasing-offices and suppliers in Asia. Furthermore, you are responsible for business relationship maintenance, creating quotes and presentations, requesting and sourcing premiums, product development and managing orders.

You are experienced as a project and/or account manager and with selling services and/or products face-to-face. You also easily navigate conversations at any level. You are a quick thinker and a resolute decision maker. Ambition and commercial focus, professionalism and representability go hand in hand for you.

The profile

- College or university degree (HBO/WO), in a commercial and/or business related field;
- Unmistakeable drive and passion for sales, with no less than 3 years of experience;
- You always persevere;
- You take the initiative, are flexible and always strive for the best results;
- You are great at convincing others with well-substantiated arguments;
- You are a great listener and keep asking questions to unearth problems;
- Professionally proficient in the English and Dutch languages (French and German are considered advantages), spoken as well as written.

Do you recognise yourself in our profile?

Send your CV along with a concise cover letter to career@xlconcept.eu.