

(French speaking) Senior Account / Project Manager (40hrs), Amsterdam

We are looking for a driven, ambitious and enthusiastic Account Manager, to expand our sales team in Amsterdam, to service one of the world's leading beauty companies.

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, Max Factor, Calvin Klein Fragrances, Wella, Coca-Cola, Ahold, AXE, Bertolli, TNT, Rabobank, L'Oréal, Pepsi, Bacardi, KLM, Heinz and Always.

We're a creative & dynamic 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

After a short orientation period, you will start working on aforementioned accounts. You will be in touch with said client on a daily basis, as well as our suppliers in Asia.

You are a scrupulous, energetic person who works well independently, as well as in a team.

You are responsible for daily communication with the customer regarding running inquiries and ongoing business. This includes paying regular visits to customer to discuss briefs, product development, feedback on samples and updates on ongoing productions. It is important that you have attention for detail and you can navigate conversations at any level. You are a consultant and should have in-depth knowledge of GWP's.

Furthermore, 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

- Unmistakeable drive and passion for sales, with no less than **5 years of experience**;
- College or university degree (BA/MBA), in a commercial and/or business related field;
- 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 **French and English** (Dutch 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.