

Vacancy

Do you want a career at an energetic company in the Netherlands, whose roots go back to the year 1800? We are looking for an Account Manager to strengthen our Wholesale team.

Steel wire rope, fibre rope and related hoisting and towing materials; products that we see daily in the image of our home base, the port of Rotterdam. Not only do these products play an important role in this sector, but also in industry, horticulture and various other markets. As an Account Manager within the Wholesale team of Hendrik Veder Group (HVG) you will work on realising the sales targets for these product groups.

An important success factor in our business is building relationships, based on expertise and trust. Your social skills must therefore be well developed and you should know how to adapt well within the different markets that we serve. You should also take initiative, have an active approach and are administratively strong. As an Account Manager you work independently and report to the Sr. Sales Manager.

What we expect from you

You have commercial insight and understand the essence of a sales plan with concrete activities and objectives. It is your responsibility to report periodically about the extent to which the sales targets have been realised, in terms of turnover and margin.

Tasks & responsibilities:

- Preparing a personal plan (annual).
- Developing and maintaining relationships with customers.
- The issuing of quotes and active management of the quotation file.
- Acquiring assignments and contractually confirming them.
- Monitoring adequate follow-up.
- Monitoring and tracking of the customer information system.
- Identifying potential customers and developing 'additional work' with existing customers.
- Transferring relevant information to the Operations department.

Profile

- MBO / HBO working and thinking level, with the preferred concentration being commercial.
- Analytical and commercial insight.
- Good command of the English language in word and writing. Dutch, German, French and/or Spanish is a plus.
- Proactive and driven to achieve results, with highly developed social skills.
- Independent, but also able to operate in a team.
- Prepared to travel occasionally (internationally).
- Experience with an ERP system and knowledge of Microsoft Office programs.
- No 9 to 5 mentality.

Hendrik Veder Group

Who are we?

HVG is one of the leading European players in the market for steel wire rope, fibre rope and related hoisting and towing equipment. Our mission is to meet customers' challenges involving steel wire or fibre rope products and services in the offshore, maritime and all other industries needing this expertise.

HVG is active in various markets, but mainly in offshore and maritime. The head office of HVG is located in Rotterdam, with sales offices, warehouses and workshops in 5 European countries (NL, FR, PL, UK, NO) and a large distribution network.

Interested?

Please send us your CV and a short cover letter via:
humanresources@hendrikvedergroup.com.