

VACANCY ACCOUNTMANAGER

WHO ARE WE

Calpe Industrial is an importer/distributor of a wide range of electrical equipment and components. As a family business with the third generation at the helm, we have been a **successful player** in the Benelux for over **70 years**.

Our customers include panel builders, installers and machine builders (OEM). We offer a wide range of high-quality products where knowledge and service are paramount.

WHO ARE YOU

In this challenging role, you are the face of Calpe in the assigned area. In addition to visiting existing customers in your area, you are also responsible for establishing contact with potential customers. With your commercial experience and (electrical) technical knowledge, you are an expert discussion partner who is able to offer solutions.

In addition to your commercial activities in the field, you also have office days that are used, among other things, for preparation and follow-up.

Together with the sales team, you make an active contribution to the agreed objectives.

A brief overview of the activities:

- Receiving, processing and following up customer requests
- Advice on product aspects, applications, delivery and other matters
- Technical support regarding (electrical) technical solutions
- Customer contacts focused on orders, relationship management and acquisition, Making appointments
- Collecting market information and providing reporting

WHAT IS YOUR PROFILE

- Minimum MBO work and thinking level
- Preferably several years of commercial experience and affinity with technology
- Commercial, customer-oriented, signaling, analytical, drive, results-oriented
- Independent and open to asking, learning and working together
- Communicative (Dutch and English)
- A great team player who fits into a down-to-earth organization in which you can develop yourself further through cooperation and achieve success

WHAT DO WE OFFER

A job as an account manager

- Good salary, company car and associated secondary conditions
- Education/training and career opportunities
- International contacts (factory visits)
- A pleasant Friday afternoon closing

WHERE DO YOU LET IT BE KNOWN THAT YOU ARE THE RIGHT CANDIDATE?

Send a short motivation and extensive CV to ek@calpe.nl

Want to know more first? Call 0342-451544 and ask for Esther.