

VACANCY JUNIOR ACCOUNTMANAGER (SALES PROMOTOR)

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 new starter position, you are also the face of Calpe in the assigned area. You do not hesitate to talk to new (potential) customers and are enthusiastic to learn. Of course, you also visit existing customers in your area. You have a commercial attitude and preferably an affinity for (electrical) engineering. You are the eyes and ears of Calpe and have a nose for commercial opportunities. We teach you all the tricks of the trade and offer all the necessary support to grow into a successful account manager. In addition to your commercial activities in the field, you also have office days that are used 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:

- Actively visiting customers in the assigned area
- Customer contacts focused on orders, relationship management and acquisition, making appointments
- Developing and following up customer requests
- Advice on product aspects, applications, delivery and other matters
- Collecting market information and providing reporting

WHAT IS YOUR PROFILE

- Preferably MBO work and thinking level
- Commercial attitude and affinity with (electrical) technology
- Commercial, customer-oriented, signaling, driven, 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 further and achieve success through cooperation

WHAT DO WE OFFER

A job as junior account manager / sales promoter

- 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.