

Jet Import – Account Manager Horeca & Nightlife

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As an **Account Manager for Horeca & Nightlife**, you play a crucial role in maintaining relationships with existing customers and actively approaching new customers in your region. Your region will be determined based on your preferences and place of residence, giving you the flexibility to operate locally.

Your Role

You are the ambassador of Jet Import with our Horeca clients and hold a key commercial position within the sales team, while being coached by the field sales manager.

- **Relationship Management:** You build and maintain strong, long-term relationships with both existing and new customers.
- **Client Visits:** You organize and plan an average of 8 sales visits per day, aligned with the company's objectives.
- **Budget Management:** You manage your budget and create an annual plan for your region.
- **Product Visibility:** You ensure optimal presence and visibility of our products with customers.
- **Collaboration:** You work closely with the field sales manager to achieve common targets.
- **Wholesaler Visits:** You visit wholesalers and build good relationships to capitalize on all opportunities.
- **Reporting:** You conduct detailed reports of your visits in our CRM system

Your profile

At Jet Import, we are looking for a driven professional who shares our commercial vision and possesses the following qualifications and characteristics:

- **Education:** A Bachelor's or Master's degree.
- **Commercial Sense:** You have a natural talent for building and maintaining relationships.
- **Experience:** Initial relevant experience in a commercial role or in sales is a significant plus.
- **Ambition:** You are eager to learn, flexible, and determined. You have a strong desire to grow and excel in your role.
- **Autonomy:** You can work independently and are proactive in taking initiatives to achieve goals.
- **Perseverance:** You are tenacious and can easily step up a gear to achieve your objectives.

What's in it for you

At Jet Import, you have the chance to be part of a young and energetic team in a dynamic working environment. We offer a competitive salary package with a comprehensive range of extra-legal benefits, including a company

car.

Our state-of-the-art headquarters in Lauwe provides an inspiring working environment with plenty of open spaces and excellent facilities, including:

- **Sports Facilities:** Stay fit with our extensive sports facilities.
- **Equipped Kitchen:** Enjoy delicious meals in our modern kitchen.
- **Yoga Room:** Relax and unwind in our serene yoga room.
- **Trendy Bar:** Regular tastings are held in our trendy bar.
- **After-works:** On Fridays, our beautiful terrace is the perfect place for enjoyable after-works.

Are you ready to leverage your commercial talents? Apply now and become part of our success story!

<http://www.jetimport.be/nl>

