

JUNIOR INTERNATIONAL ACCOUNT MANAGER **AT SONIC EQUIPMENT**

Are you our new sales colleague who will help us further accelerate our international growth?

OUR DNA

Sonic Equipment is the specialist in high-quality hand tools, filled toolboxes and premium storage solutions. Founded in 2004 and now a leading brand with sales in more than 65 countries worldwide. In addition to Automotive, Sonic is active in the Agriculture, Truck, Industry, Bicycles and Motorcycles sectors. Our goal is to provide the perfect solution for technical professionals, always with the right balance between design, quality and price. Inspiring technicians with confidence and enabling them to excel in their daily job with joy and satisfaction.

OUR TEAM

Our account teams with over 10 colleagues are responsible for identifying, approaching and winning new customers and driving incremental growth with our key accounts.

Together with our experienced account managers you will be responsible for daily communication and business development at our key accounts. Furthermore, you will support our commercial growth activities with our international accounts and in new markets.

You will be a key part of Sonic's growth engine and at the forefront of making the organisation increasingly successful. We are looking for a motivated, energetic person capable to take genuine care of our clients and show them they are our number one priority. Our ideal candidate has strong personal and communicative skills and is able to build long-lasting partnerships around the globe. Someone with an entrepreneurial mind-set that is passionate about Automotive and B2B account management, who is seeking a role where they can truly make a substantial impact.

RESPONSIBILITIES

- Managing the partnership, growing revenue, expanding the number of sites and furthering commercial activities between our key accounts and Sonic Equipment.
- Using your expertise and the company insights to identify growth opportunities and/or performance issues, and proactively using this to deliver results.
- Creating and delivering strategic account growth plans for Sonic's largest and most complex accounts.
- Creating and tracking key account metrics and preparing periodic reports for key accounts.
- Working closely with internal stakeholders in sales, marketing, operations, finance and product development to identify and deliver growth opportunities.
- Take ownership for, and resolve, key account issues where necessary.

- In this function you will be working 3-4 days from our HQ office in Purmerend, the Netherlands and 1-2 days visiting international clients.

REQUIREMENTS

- Bachelor's or Master degree in the area of economics and/or business.
- 0- 2 years of working experience, preferably in sales or account management.
- Strong organizational skills, interpersonal skills, and problem-solving skills.
- Strong desire for personal development and new learnings.
- Affinity with Automotive and/or technical engineering is considered a plus.
- We are looking for a person who is enthusiastic, positive, customer oriented, entrepreneurial and resourceful.
- Fluency in Dutch and English is required (verbally and writing).
- German, French, Polish and/or Swedish languages are considered a plus.

BENEFITS

- Opportunities for personal growth and learning, every single day.
- A flat, laid-back culture. Everybody is encouraged to participate in discussions and contribute.
- High-trust environment. We believe in giving autonomy to all our employees.
- Competitive compensation packages with a bonus based on your sales performance.

Are you interested? Apply now by sending your resume to sollicitaties@sonic-equipment.com. If you have any question regarding this vacancy, you can contact Kishana Hoogeveen via +31 (0)299 748 138