



CAREER OPPORTUNITY

# Jr. Account Manager



ALMERE (NL)

**YANMAR Marine International** is a reliable partner that delivers outstanding on-water experiences. Our unwavering commitment to customer satisfaction has propelled significant growth in our order volume in recent years. Our ethos remains a pioneering spirit and is steadfastly devoted to optimising customer service.

For further growth and to maintain our excellent customer relationships, we're looking for a **Junior Account Manager** to **uphold customer satisfaction by overseeing our customers in the Benelux region.** The best sales strategy is... a satisfied customer.





# ABOUT YANMAR

You will find Yanmar solutions everywhere around the world: at SEA, on LAND, and in the CITY. We specialise in designing and producing top-of-the-line engines and cutting-edge machinery. To provide robust solutions that meet the challenges customers face today to realise our mission: 'A SUSTAINABLE FUTURE'.

## Global player

With beginnings in Osaka, Japan, in 1912, YANMAR was the first to succeed in making a compact diesel engine of a practical size in 1933. A pioneer in diesel engine technology, YANMAR is a global innovator in various industrial equipment, from small and large engines to agricultural machinery and facilities, construction equipment, energy systems, and marine machine tools and components.

## Innovation

At SEA, we are leading the way in developing sustainable propulsion solutions and exploring hydrogen-based power. We implement electric batteries on LAND and ITY for industrial machines and power generation. Regarding autonomous products, YANMAR robots work in French vineyards, and unmanned robot tractors drive in Japan.

## Yanmar Marine International

Yanmar Marine International B.V. in Almere, the Netherlands, is Yanmar's global headquarters and a leading marine recreational engine business supplier. Our innovative engines and technology-driven marine propulsion systems are setting new standards for the industry as the world's cleanest, most efficient, reliable, and durable diesel engines for the recreational sector.

VACANCY

# What are you going to do?

In this position, you are a Global YMI Sales department member. You will work in an enthusiastic international team, dedicated to comprehending our customers' needs and providing optimal solutions. Your responsibilities include regular visits to prospective or existing customers -such as dealers and shipyards-and engaging in discussions regarding revenue, orders, and requirements to forecast and establish delivery conditions, aiming to map the forecast and agree on the delivery conditions.

## Your main tasks and responsibilities:

- Enhanced customer care through proactive and responsive communication, visiting them regularly;
- Assess customer's needs and suggest appropriate products, services, and/or solutions;
- Create the development of sales quotes, proposals, and presentations;
- Support sales development plans and strategies to protect, grow, and diversify the relationship with our customers;
- Synchronize and align with the supply chain team to provide accurate delivery dates to customers;
- Analyse and summarise data and market trends.



## PROFILE

# Who are we looking for?

The **Junior Account Manager** is inherently adept at building and nurturing long-term relationships. You will thrive in an international, dynamic setting where each day presents new challenges. You emphasise the importance of teamwork as a collaborative effort essential for achieving shared goals and driving success.

### The ideal candidate:

- Minimum MBO educational level. Fresh graduates are more than welcome to apply.
- Some experience in sales.
- Technical aptitude or knowledge.
- Affinity for the Maritime sector is highly desirable.
- The following mindset qualities apply to you: adaptability, proactive and strong focus on relation management;
- Strong language skills and fluency in spoken and written Dutch are necessary. French, German, and/or English are preferred.

Applicants must currently reside in the Netherlands and possess eligibility to work in the country, including having a valid work permit or passport.

### Work location

Your primary office location is in Almere, the Netherlands, but hybrid working is possible for this position. You'll also frequently visit our valued customers.

OFFER

# What do we offer?

In this position as a **Junior Account Manager**, you are of absolute value to our customer satisfaction. We offer a position in a truly international organisation, with respect for each individual's culture and room for individual development. This is a job in a dynamic environment where every day is different. You will have the freedom to take initiative and express ideas. Motivated and open colleagues will be pleased to welcome you. YANMAR is a stable and solid employer.

## Employee Benefits

- ✓ A competitive salary matching your knowledge and experience;
- ✓ Standard working week of 37.5 hours, with flexible working hours;
- ✓ Possibility to work from home;
- ✓ The possibility of following training and education;
- ✓ Lease car when required;
- ✓ 27 vacation days (+the ability to build up time for time);
- ✓ 8% holiday allowance; year-end bonus based on company results;
- ✓ Good pension scheme and collective health insurance.





“As a sailor, I understand the importance of a reliable engine on board. It should work at all times and under all circumstances!

With over 100 years of experience, Yanmar builds to the highest Japanese quality standards, resulting in unsurpassed reliability in our industry. My sales crew are all team players who are customer-focused and build long-term relationships.

We work hard and efficiently but always remember to enjoy and celebrate successes.

**Bas Eerden**  
Global Sales Manager



NEXT STEPS

## Interested?

The application process is clear and fast.

1. Short telephone acquaintance
2. 1st interview online
3. (Potential) Assessment/exercise
4. 2nd interview (on location at YANMAR)
5. Job offer
6. Let's get started!

We would like to get in touch!

