

# YANMAR

## Sales Account Manager @ Yanmar Marine International

### About the company

Founded in 1912, YANMAR has grown into a respected and trusted global manufacturer of highly advanced, efficient engine products and equipment, with over 20.000 employees and sales network operating in over 130 countries.

YANMAR Marine International (YMI) is the Global headquarters for the marine recreational engine business.

YMI, located in Almere, is currently looking for a Sales Account Manager.

### Job description:

- Assists in setting-up activity program under departmental guidelines for his/her specific sales type area or region;
- Assessing customer needs and suggesting appropriate products, services, and/or solutions;
- Developing medium to long-term sales plans and preparing strategies to protect, grow, and diversify the relationship with targeted customers;
- Visits existing (OEM) customers and distributors, and discusses their revenue, possible orders, ordering frequency, delivery conditions, product quality and requirements with regards to storage, transport, etc.;
- Reviewing and reporting on customer retention, business opportunity and market trends;
- Developing and presenting sales bids/proposals/presentations;
- Investigates complaints and shipments, makes proposals for follow-up, resolving problems and ensuring customers receive high quality customer service;
- Signals problems, developments, information on competitors and such and reports on these;
- Provides information by collecting, analysing, and summarizing data/trends for accurate Sales Projections and Purchase Sales & Inventory planning;
- Participates in regular department meetings, working in a team;
- Assists in drawing up marketing and sales plans for his/her specific sales type area or region.

### Skills/education:

- BSc/BA in business administration, sales or relevant field;
- Affinity to marine sector (engines) is preferred;
- Excellent organizational skills;
- Proven experience as key account manager and in negotiating at OEM level;
- Good understanding of international sales and working with distribution partners;
- Experience in sales and providing solutions based on customer needs;
- Strong communication and interpersonal skills and in building relationships with professionals of all organizational levels;
- Ability in problem-solving and negotiation;
- Fluent English, Dutch or any other language are appreciated;
- International travel required.

Workbase is in Almere, therefore candidates must live within an acceptable distance and must have a permanent residence- and work permit for the Netherlands

### Interested?

Mail your motivation letter, together with your CV, to Mrs. Trudy van Eikeren, Manager Human Resources.

E-mail: [trudy.vaneikeren@yanmar.com](mailto:trudy.vaneikeren@yanmar.com)

Telephone number: 036-5493273.

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