



CAREER OPPORTUNITY

Back Office Sales Specialist

YANMAR Marine International is a reliable partner when it comes to delivering outstanding on-water experiences. We have an **unwavering commitment** to our customers, resulting in a significant growth in our order intake over the recent years. As we are the youngest independent BU within the global organization, we have a **pioneering mindset** and are dedicated to serving our customers optimally. To maintain our **excellent customer relationships** and to exceed expectations, we are looking to expand our 'Sales Back Office'. **Come join us!**



ALMERE (NL)





ABOUT **YANMAR**

With beginnings in Osaka, Japan, in 1912, YANMAR was the first ever 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 a wide range of industrial equipment, from small and large engines, agricultural machinery and facilities, construction equipment, energy systems, marine, to machine tools, and components.

YANMAR's global business operations span seven domains. On land, at sea, and in the city, YANMAR provides advanced solutions to the challenges customers face, towards realizing **A SUSTAINABLE FUTURE**.

YANMAR Marine International (YMI) in Almere is the Global headquarters for the marine recreational engine business. The YANMAR location in Almere, near Amsterdam, is established in 1989 and has more than 200 employees and 24 different nationalities all under one roof, a truly international company, serving the needs of its international customers. YMI is a leading supplier of innovative engines and technology-driven marine propulsion systems, YMI supplies the world's cleanest, most efficient, reliable and durable diesel engines for the recreational sector – both sailboats and powerboats – and light duty commercial applications.

Recently we started a new chapter in YANMAR's rich history of innovation. We introduced the YANMAR GREEN CHALLENGE 2050. The challenge is to be an environmentally friendly, greenhouse gas-free company. This means that our company is transforming, one step at a time.





VACANCY

What are you going to do?

In this position you are a member of the Sales Backoffice team. You will work in an enthusiastic international team of 10+ people, who do the utmost to ensure that the processes run as smoothly as possible, with the aim of customer satisfaction. You will be responsible for order management, logistics and invoicing processes for delivery of YMI products to distributors and OEMs and establishing delivery performance and financial control. You work directly with OEMs and YANMAR's regional sales offices regarding order forecasting and intake.

Your main tasks and responsibilities

- Coordinate, receive and check incoming orders, communicate and process them through and in different systems/databases;
- Run sales contracts and check prices and delivery conditions before issuing to the assigned customers;
- Coordinate and check completion dates of products with production department;
- Provide information about the logistics and arrange everything that's necessary to export the products to worldwide destinations;
- Run invoices at time of shipment and check prices and delivery conditions;
- Daily communication with multiple stakeholders.





PROFILE

Who are we looking for?

The Sales Backoffice specialist is a born coordinator. Working in an international and dynamic environment suits you well. No day is the same and a lot is expected of your ability to organize things yourself. Exceeding expectations is your true challenge.

The ideal candidate

- Bachelor's Degree;
- 3 years' related working experience;
- Good at keeping an overview, coordinating is one of your strengths, has a strong personality, likes to work in an international environment and the willingness to quickly obtain specific business knowledge such as IT Tools;
- The following (mindset) qualities apply to you: Result driven, creative mind, enthusiastic, pro-active and strong focus on relation management;
- Strong language skills, fluent in both spoken and written English, preferably as second language French or Dutch.

Work location

Your regular workplace is Almere., but hybrid working (40% home/60% office) is possible in this position.



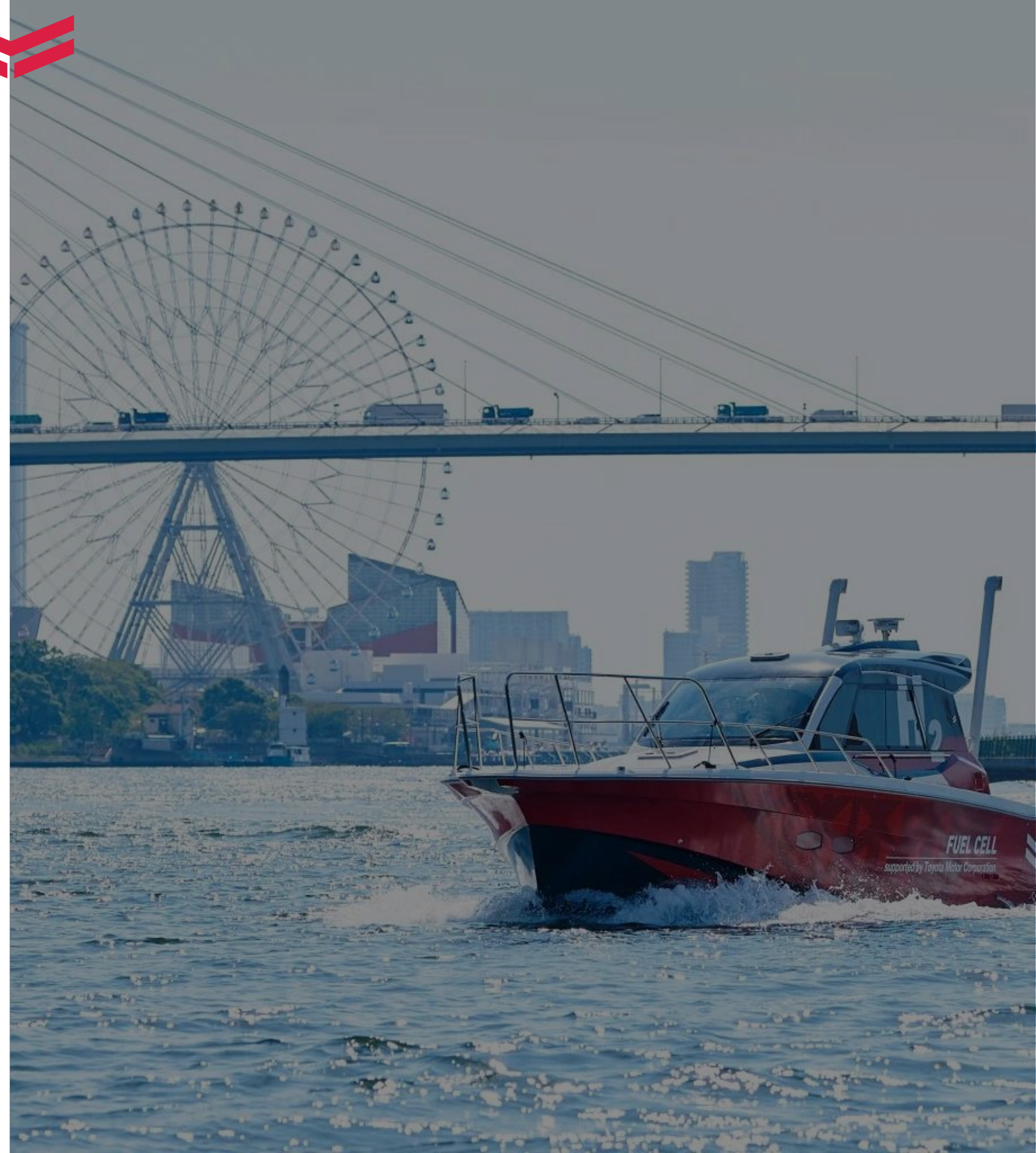
OFFER

What do we offer?

In this position as a Sales Backoffice Specialist you are of absolute value in customer satisfaction. We offer a position in a truly international organization, with respect for each individual's culture and room for individual development. A job in a dynamic environment, where every day is different. Freedom to take initiatives and express ideas. Motivated and open colleagues that will be pleased to welcome you. YANMAR is a stable and solid employer.

Employee Benefits

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





“YMI is a strategic supplier for the marine business, no propulsion, no boat to deliver. We realize that most of our customers rely on us almost 100%. We're strengthening all the teams to fulfill this role as strategic supplier in the demanding market and ultimately the companies ambition to be the best supplier in the marine segment. We invest in our team members, working atmosphere and talent development while being customer focused and result driven. Every colleague plays a part in the realization of this ambition. I'm personally dedicated to get the most out of people in person and business.”

Jasper Stienstra
MANAGER OPERATIONS



NEXT STEPS

Interested?

The application process is clear and fast.

1. Short telephone acquaintance
2. 1st interview on location at YANMAR
3. 2nd interview on location at YANMAR
4. Job offer
5. Let's get started!

We would like to get in touch!



Call or send **Ralph Jonker (Recruiter)** a WhatsApp on +31(0)627167714 or send an email to ralph_jonker@yanmar.com