

CAREER OPPORTUNITY

# Account Manager

(marine propulsion systems)



ALMERE (NL)

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. We are the **global market leader**, but we still have a pioneering mindset and are dedicated to serving our customers optimally. For further growth and to maintain our **excellent customer relationships**, we are looking to expand our 'Global Sales team'. Because the best sales strategy is... **a satisfied customer**.





## 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 Global Sales team. You will be part of a mixed team of experienced account managers and driven talents, all with a passion for delivering top-notch products in the recreative maritime sector. As an Account Manager you are responsible for assessing customer needs and suggesting appropriate products, services, and/or solutions. You will frequently visit prospects or existing customers, boatbuilders and dealers, to discuss their situation (order portfolio, revenue, frequency etc.) with the aim of mapping the forecast and agreeing the delivery conditions. In addition to researching developments and commercial opportunities, you also listen carefully to your customers to prevent and solve problems as well as good ideas that they come up with. It's your goal to do everything to ensure customers are experiencing a positive customer-company relationship.

### Your main tasks and responsibilities

- Developing sales and marketing plans and preparing strategies to protect, grow, and diversify the relationship with targeted customers;
- Reviewing and reporting on customer retention, business opportunity and market trends;
- Providing information by collecting, analysing, and summarizing data/trends for accurate sales projections and purchase sales & inventory planning;
- Investigate complaints and shipments, makes proposals for follow-up, resolving problems and ensuring customers receive high quality customer service;
- Working together with multiple internal stakeholders to achieve the best result together.



## PROFILE

# Who are we looking for?

The Account Manager we're looking for isn't trying to be the most successful salesperson. The goal of this person is to create the most customer value. Then success follows automatically. He/she knows that selling is not about the stories you tell, but about the questions you ask. And finally, that success is not a one man show but a team effort.

### The ideal candidate

- Bachelor's Degree;
- Affinity to marine sector (engines) is preferred;
- Experience in sales;
- Understanding of international sales and working with distribution partners or OEM's;
- The following (mindset) qualities apply to you: Result driven, creative mind, communicative, problem solver, pro-active and strong focus on relation management;
- Strong language skills, fluent in both spoken and written English, preferably as second language Dutch, German or French.

### Work location

Your regular workplace is Almere, but hybrid working (40% home/60% office) is possible in this position. In this position you will frequently travel internationally to customers, distributors and trade shows.

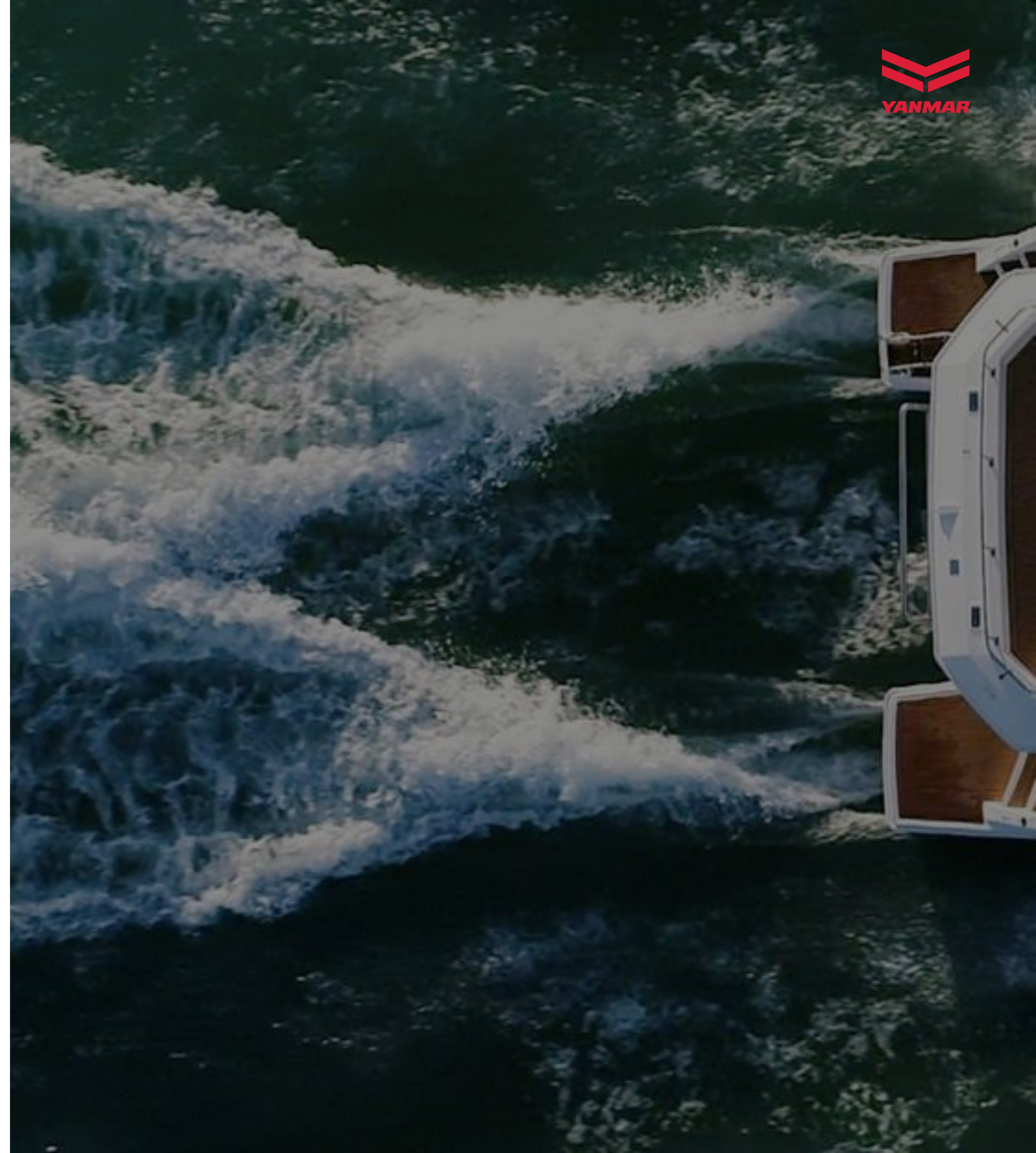
OFFER

# What do we offer?

In this position as a Account Manager you are of absolute value in our growth ambitions and 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 or Company car (when expected many business kms);
- ✓ 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.





“Being a sailor I understand the importance of a reliable engine on board. It should work at all times and under all circumstances. YANMAR is the engine of choice for all serious sailors in the world. YANMAR engines are built according to the highest Japanese quality standards and are therefore extremely reliable. If, in an exceptional case, something does go wrong, we have a large network of trained professionals for support. This, together with swift spare parts delivery to the most remote locations, ensures the customers worry-free boating experience. In my sales team I look for people who are customer minded, build long-term relationships and cherish teamwork. We are not just a sales team but extend to our complete organization and further, such as dealers, distributors and yacht builders.”

**Bas Eerden**

MANAGER GLOBAL SALES



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](mailto:ralph_jonker@yanmar.com)