



easywalker

Easywalker

Account Manager UK

December 2011,

Easywalker is a Dutch stroller brand with a heritage of over 20 years. In 1989 easywalker introduced the first modern three wheel stroller in Europe, which has won multiple design awards. The acknowledgement of our strength came in 2008, when our new three wheel stroller was selected “Best Buy” by the Dutch Consumer Association. In the first quarter of 2012 easywalker will launch her new compact, complete and comfortable stroller, easywalker june. Also for this stroller there is a huge international interest and appreciation. Not yet on the market, the stroller wins award after award. Therefore the expectations are high.

Easywalker is present in the whole of Europe and is now rapidly expanding, particularly in Asia. In the majority of the cases we work with exclusive distribution partners per country. For the UK we will approach the market directly from our headquarters in the Amsterdam area. And therefore we are now looking for a Account Manager business to business, who is based in the UK.

A person that fits in our small, strong and very dedicated team. Everybody “eats and dreams” the brand and works from a strong entrepreneurial spirit. We are looking forward to welcome an English colleague who will take care of our UK customer base.

Description:

To plan and carry out sales and marketing activities, to maintain and develop sales of easywalkers product range to UK major accounts and independent stores. The Account Manager serves as the primary business contact for the client and is responsible for sales, after sales and client satisfaction. The Account Manager is expected to consistently provide excellent customer service to accounts, and will provide our team in Amsterdam with market feedback in order to continuously increase our quality levels. In addition, the Account Manager should build relationships with clients to encourage new and repeat business opportunities.

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Responsibilities:

- Responsible for our revenues in the UK.
- Always in pursuit of growth opportunities.
- Maintain and develop existing and new customers through planned individual account support, personal visits, promotions, in liaison with our Sales department.
- Maintain and develop sales and marketing activities with current customers and prospects.
- Create and follow up on detailed account plans.
- Responsible for all customer communications, conflict resolution, and compliance on customer's agreements; with the full support of the Customer Care department in Amsterdam.
- Contribute to the strategy development of the company.
- Ensure that all processes and procedures are completed, quality standards are met, and that projects are profitable.
- Communicate the customer's goals and represent the customer's interests to the team.
- Carry out market research, competitor and customer surveys.
- Monitor and report on activities and provide relevant management information to sales manager.

Minimum requirements:

- Good understanding of the baby oriented retail landscape.
- Proven Account Management skills to create, maintain and enhance customer relationships.
- Strong empathic skills.
- Minimum 3 years of Account Management experience.
- Motivated, eager to learn, goal oriented, persistent and a skilled negotiator.
- High level of own initiative and work well in a team environment.
- Excellent written and oral communication skills in English as a native language.
- Handles stressful situations and deadline pressures well.
- Plans and carries out responsibilities with minimal direction.
- Bachelor education.
- Good understanding of Microsoft Office.

Are you interested and motivated?

Send your curriculum vitae and your motivation to rogier@easywalker.nl