



ZakkenCentrale is represented worldwide

Account Manager Packaging materials and machinery Benelux

ZakkenCentrale

is an internationally operating, innovative player in packaging materials, packaging machines, and a specialist in weighing technology for various A-brands, such as o.a.

AFFELDT & GIRO

The enthusiastic team has been supplying and maintaining weighing and packaging machines for over 50 years, always focusing on quality, hygiene, efficiency, ease of use, and service. In practice, this means one point of contact for the customer for: thorough assessment of the issue, finding the best solution, professional implementation and installation of complete lines, providing after-sales service, and preventive maintenance.

As an Account Manager, the focus is on selling (net) packaging materials and machines within the market of fresh produce and food processing companies. After completing a thorough onboarding period, you will approach new clients in the Benelux and maintain regular contact with your existing clients. Additionally, you will be responsible for the entire process, from drafting and following up on your quotations to monitoring the specified delivery times. You excel at convincing and inspiring clients, fostering strong connections with the organization.

You are in charge of your own schedule, ensuring your agenda is filled with client appointments. As a team player, you closely collaborate with your Inside Sales buddy and report to the Sales Manager. Opportunities for growth within the company are available.

You are an Account Manager with:

- ◆ At least MBO+ working and thinking level
- ◆ Proven track record in successfully selling technical products to industries such as fresh produce, construction, food processing, or the chemical & pharmaceutical sectors
- ◆ Experience in selling packaging materials or machines is, of course, a plus
- ◆ You thrive on acquiring new business (40%)
- ◆ Strong command of Dutch and English
- ◆ Additional language skills (French/German) are a plus
- ◆ You have the ability to advise clients effectively
- ◆ You are proactive, communicative, and a true team player.

You can expect from us:

- ◆ A challenging role at a successful mid-sized packaging manufacturer
- ◆ Excellent employment conditions in line with your experience and age
- ◆ At least 32 hours available
- ◆ Laptop, phone, company car
- ◆ 25 vacation days
- ◆ Good pension plan
- ◆ Pleasant work environment with plenty of room for your input and initiative
- ◆ Opportunity for hybrid working
- ◆ Due to internal transfers, you will also be regularly present at the office
- ◆ Opportunities for growth and development

Excited?

Then apply via ricardo.krijbolder@zakkencentrale.nl and include your motivation and CV.

Have questions? Feel free to ask!
Contact Ricardo Krijbolder at 010 446 1436 or ricardo.krijbolder@zakkencentrale.nl

Acquisition in response to this vacancy is not appreciated.