

International Account Manager (Junior / Medior)

Rotterdam | 32 - 40 hours per week

Build long-term partnerships across Europe in the Maritime Industry

Are you commercially minded, enjoy building long-term relationships and looking for an international role with plenty of freedom and responsibility?

At Alphasat Marine you will work with an established network of distributors across Europe. Rather than focusing on cold acquisition, you will help existing partners grow their business, identify new opportunities and strengthen our position in the maritime market with a focus on bridge equipment. You'll be part of a small and enthusiastic sales team, travel regularly throughout Europe and work with colleagues who share a passion for technology, collaboration and customer relationships.

What will you do?

As an International Account Manager you are responsible for managing and developing a number of international distributors within your assigned region. You are their trusted advisor and first point of contact, helping them successfully market and sell our products and solutions.

Your responsibilities include:

- Building and maintaining long-term relationships with distributors across Europe.
- Supporting distributors in expanding their market position and increasing sales.
- Advising on commercial opportunities, quotations, agreements and product solutions.
- Identifying new business opportunities and monitoring market developments.
- Preparing and executing sales plans together with your distributors.
- Presenting our products and solutions to distributors and end users.
- Supporting distributors during international exhibitions, customer visits and events.
- Travelling approximately six days per month within Europe.

You will work closely with an enthusiastic team of four sales professionals and report directly to the General Manager Sales JRC Europe.

Who are you?

You enjoy working with people from different cultures and know how to build lasting business relationships. You combine commercial awareness with genuine interest in your customers and are eager to learn about the maritime industry and our technical solutions.

In addition, you have:

- A bachelor's degree or equivalent working and thinking level.
- A commercial mindset and excellent communication skills.
- Approximately 2 to 5 years of relevant commercial experience (for a medior profile).
- Affinity with technology; experience within the maritime sector is an advantage, but not a requirement.
- Excellent command of the English language, both spoken and written. Dutch is considered a plus.
- Willingness to travel internationally (approximately 30% of your time).

Are you at the start of your commercial career? We also encourage you to apply.

What do we offer?

- A gross monthly starting salary **between €3500,- and €5000,-**, depending on your knowledge and experience.
- A laptop and smartphone.
- Minimum of 32 vacation days
- Excellent opportunities for personal and professional growth.
- Product and sales training to help you develop further.
- A challenging international sales role with plenty of autonomy and responsibility.
- An attractive pension scheme with a low employee contribution.
- Daily fresh lunch at our Rotterdam headquarters.
- Travel expense reimbursement.
- An informal organisation with short communication lines and engaged colleagues.

About Alphasat Marine

Alphasat Marine is a leading supplier of navigation, communication and integrated bridge solutions for the international maritime industry. From our headquarters in Rotterdam, we support customers

and distributors worldwide with innovative technology and high-quality service.

Within the JRC Europe Division, you'll work with an international network of distributors and contribute directly to the continued growth of one of the leading names in the maritime industry.

PLEASE NOTE: For this position you must have the legal right to work in the European Union and be based in (or close to) the Rotterdam area. This is not a remote position, and we are unable to sponsor work permits or visas applications of this position.

Interested?

We would love to get to know you. Apply directly or contact our Human Resources department via +31 (0)10 453 4000 or recruitment@alphatronmarine.com.