

Trixie – Accountmanager Germany

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Are you ready to turn your sales instinct into real impact in the joyful world of baby and kids' products? Then you might soon join our Trixie CROWD!

We're looking for a driven **Area Sales Manager (Germany – Northern Region/Cologne and Düsseldorf Area preferred)** who doesn't just close deals, but opens doors. Someone who thrives on chasing new opportunities and securing retail shelf space for a brand that brings infinite imagination to families worldwide.

This is not just another sales job — this is your chance to represent playful, design-forward products in a fast-moving, entrepreneurial environment full of creativity and ambition.

Your key objectives and responsibilities

Identify, approach, and onboard new retail partners in your territory — from independent boutiques to regional retail chains — with a sharp focus on expanding our market presence.

Develop and execute strategic account plans to grow and maintain strong relationships with key clients, including HQ buyers and major decision-makers in Germany.

Negotiate and close tailored contracts and agreements, ensuring mutual value while addressing the unique needs of each account through clear communication and a solution-oriented mindset.

Monitor client performance, sales data, and market trends to identify opportunities, adjust strategies, and stay ahead of the competition. You understand both the qualitative and quantitative evolution of your accounts.

Collaborate closely with internal teams — including marketing, customer service, and logistics — to ensure flawless execution, smooth delivery, and maximum client satisfaction. You also represent the company at trade fairs and industry events to expand your network and promote Trixie.

What we're looking for

Must-haves:

- A proven hunter mindset with commercial flair — you know how to spot, pursue, and close new deals with confidence.
- **Excellent communication and negotiation skills**, enabling you to influence key decision-makers and build long-term relationships.
- A **customer-focused mindset** and passion for enhancing the client experience through tailored, value-driven solutions.
- The ability to **work independently**, stay self-motivated, and consistently meet or exceed sales targets.
- A **first experience in B2B sales is preferable** — ideally in consumer goods, lifestyle, or kids-related sectors. However, it is **not mandatory** if the candidate showcases needed talent and skills.

Nice-to-haves:

- Based in or near the **Cologne/Düsseldorf region or Northern Germany**.
- Experience working in a **creative or entrepreneurial company culture**.
- You are a **native German speaker**, but preferably you are also **proficient in English**.

We offer

An infinite playground of opportunities!

- Infinite growth: develop your talents through trial and error within a growing organization where entrepreneurship is encouraged.
- Infinite impact: a high-impact role with real ownership — you bring beautiful qualitative products to families and your work directly shapes our presence in the German market.

<https://www.trixie-baby.com/home>