

Trixie – Accountmanager Nederland

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Are you an experienced sales professional with a passion for colourful, sustainable children's products? Then you might soon be joining our Trixie CROWD!

As an Account Manager, you will focus every day on driving growth in the Netherlands. You visit retailers, build strong relationships, maximise sales opportunities, and convince prospective customers of Trixie and our world of "infinite imagination".

Your key objectives and responsibilities

- We are looking for an **entrepreneurial colleague** with plenty of drive and energy to further **strengthen** the position of the baby and children's brand Trixie in the Netherlands.
- You build **strong relationships** with **existing customers** (a mix of smaller retailers and larger key accounts).
- You visit them regularly for commercial meetings, product displays, presenting new products and collections, and you **optimise sales performance**.
- In addition, you seek out and engage with **potential new customers** to **convince** them of Trixie.
- From time to time, you attend **sales meetings** in Belgium (Ghent region) and **trade fairs** in the Netherlands, France and/or Germany.
- You are often **on the road and with customers**, but you also maintain **frequent contact** with your Trixie colleagues in sales support, product management, logistics, and more.
- You **actively contribute ideas** about Trixie's further direction and growth in the Netherlands.

What we're looking for

- You have proven experience in **managing existing customer relationships** and **acquiring new customers**.
- An **existing network** in the baby and children's industry is a big plus.
- With your **passion for the products**, your **commercial mindset**, and your **results-driven approach**, you know how to get people moving.
- You can accurately identify customer needs and translate them into **solutions and the right product offering**.
- You have **strong analytical skills** and regularly dive into **sales figures**.
- You preferably live in **Central or Southern Netherlands** and enjoy being **on the road**.
- You are also confident working in **English**.

What we offer

An **infinite playground** of opportunities!

- **Infinite growth:** the chance to keep developing your talents through trial and error within a growing

organisation with an informal company culture.

- **Infinite impact:** lots of freedom in your role and room for initiative, allowing you to actively help build the Trixie brand.
- **Infinite incentives:** in addition to a gross salary, you receive a company car, phone and laptop, plus attractive extra benefits.

A **warm, creative environment** and energetic colleagues with plenty of drive and a great sense of humour.

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