



FALKENSTEIN  
Personalberatung

### The company:

Our client is one of the fastest growing office furniture manufacturers in Europe, with an annual turnover of more than € 100 million. The company sees itself as a full-range supplier of office and seating furniture and currently supplies the markets in Great Britain, Germany, Scandinavia, Russia, Lithuania, France and Belgium. Innovative strength, high quality standards and a product portfolio in line with the market are the basis of sustainable success. In order to further expand the existing customer relationships in the Netherlands and to tap new potential, our client is looking for:

## Area Manager for Netherlands (m/f/d)

Location: Netherlands – home office  
Project number: PF650H

### Your tasks:

The successful candidate will be responsible for the market developing in the Netherlands. The focus of this exciting activity is the development of the dealers, their support and further development. At the same time, you have an ear to the market yourself and are active in acquiring new partners. Another component of the task is the analysis of customer needs and the development of specific solutions in cooperation with your trading partners. You will get an overview of the competitors in the market and develop individual acquisition plans and customer loyalty programs. Negotiating delivery conditions, including price and discount policy, payment and delivery conditions, as well as organizing customer visits at the head office, are part of your job. As a results-oriented doer, you will enjoy building and designing your sales region.

### The requirements:

Due to the requirements of the job, you need a degree or commercial/technical vocational training and ideally you have practical experience in dealer or direct sales in the office furniture industry. You are assertive, convince with arguments and can build networks of relationships. You enjoy selling, you are motivated to convince other people of your products and you are looking for success. The pursuit of goals is sustainable and you know how to form and motivate a team in the medium term. You think and act in an opportunity and solution-oriented manner, are determined and react flexibly to changing customer requirements. Dutch and good English skills complete your profile.

### Interested?

Please send your application documents, specifying the code number PF650H, as a .doc or .pdf file to [bewerbung@falkenstein-personalberatung.de](mailto:bewerbung@falkenstein-personalberatung.de). Mr. Falkenstein and Ms. Kadzioch will be happy to provide you with further information by phone at +49 6204 9133-15. Confidentiality is guaranteed!

### Data protection:

The protection of your personal data is very important to us. By sending your application documents, you give us the declaration of consent to save your personal data on a project basis. After the end of the project, your data will be completely deleted in accordance with the DSGVO. Further information is available at: [Datenschutzerklärung Falkenstein Personalberatung.](#)



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