



FALKENSTEIN
Personalberatung

The company:

You enjoy designing working environments!

Our customer is a well-established full-range supplier of office and seating furniture. Innovative strength, high quality standards, a market-driven product portfolio and expertise in solving individual customer requirements, are the basis of the sustainable success. The company works nationally and internationally with qualified specialized trade partners and is one of the leading suppliers. In order to expand the existing customer relationships and to develop new potentials, our client is looking for a:

Key Account Manager Netherlands (m/f/d)

Location: Netherlands – home office
Project number: PF673H

Your tasks:

As a Key Account Manager (m/f/d) you are responsible for the support and further development of existing framework contract customers in the Netherlands. You will continuously expand your network with your customers, analyse their needs and develop customer-specific furnishing solutions and service concepts. The acquisition of new, clearly defined, key account customers is also part of this exciting task. You constantly have your "ear to the market", get an overview of the market competitors and develop individual presentations, acquisition plans as well as customer loyalty programs.

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. Fluent in Dutch and good English skills complete your profile.

Interested?

Please send your application documents, specifying the code number PF673H, as a .doc or .pdf file to 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.](#)



Peter Falkenstein
Partner

Falkenstein Personalberatung
August-Bebel-Straße 4
68519 Viernheim

t: +49 (0) 6204 913315
m: +49 (0) 171 3207209

