Sales Account Manager (Industrial & Automotive)

Title:
Sales Account Manager (Industrial & Automotive)

Deadline:

Department:
EMEA Industrial Sales Team

Category:
Marketing, Sales & Communication

Location:
Arnhem

Build impactful partnerships and drive growth across EMEA in a high-tech, international environment. As a Sales Account Manager, you turn opportunities into results and work closely with customers and innovation teams. Ready to make your mark in a global, technology-driven company where your commercial drive truly makes a difference?

For our EMEA Industrial & Automotive team, we are looking for a:

Sales Account Manager (Industrial & Automotive)

We are looking for someone who builds strong customer relationships and delivers results.

The Position

As a **Sales Account Manager (Industrial & Automotive)**, you are responsible for driving sales across multiple countries within the EMEA region. You actively strengthen customer relationships, expand our customer portfolio, and negotiate sales agreements in line with your sales plan to increase market share and revenue.

You identify commercial opportunities based on your market insight and product knowledge and work closely with R&D and Product Line teams to develop growth opportunities.

In this role, you report to the Manager EMEA Sales in Arnhem. Your home base is Arnhem, the Netherlands, although hybrid working is possible.

Your Responsibilities

- Grow revenue with existing customers and acquire new customers
- Act as the voice of the customer within Teijin Aramid and ensure a customer-focused approach throughout the organization
- Take full ownership of revenue growth within your sales domain
- Expand and strengthen relationships and networks within customer organizations
- Translate business strategy into short- and mid-term sales plans
- Develop account plans and ensure alignment across the organization
- Identify and assess market opportunities and determine when strategic partnerships are needed
- Negotiate and close sales agreements
- Maintain accurate and up-to-date sales forecasts
- Represent Teijin Aramid at trade fairs, exhibitions, and conferences
- Promote and present Teijin products to both existing and prospective customers
- Monitor and share competitive activities, market developments, and technical trends
- Ensure effective internal communication through our CRM system

Your Profile

To be successful in this role, you are passionate, energetic, and persistent. You always put the customer first and enjoy working in an international environment. You are a strong team player, flexible, open to feedback, and an effective communicator.

In addition, you bring:

- A proactive attitude and entrepreneurial mindset
- A Bachelor's or Master's degree (e.g. Business Administration, Commercial Economics, Industrial Engineering & Management, or equivalent)
- Strong communication and presentation skills in English (additional languages are a plus)
- Experience working in international and virtual teams within a matrix organization
- A strong sense of integrity and business ethics
- Willingness to travel within the EMEA region

What We Offer

At Teijin Aramid, you will find challenging opportunities and excellent employment conditions. Besides a competitive salary, we offer generous leave, flexibility, and opportunities for personal growth.

- Competitive salary: depending on experience and current salary level (€5,273 - €9,341 gross per month)
- Almost 10 weeks of annual leave: four statutory weeks plus six additional weeks that can be taken, paid out, or saved
- Excellent benefits package: including 8.33% holiday allowance, an attractive pension scheme, and a profit-sharing bonus of up to 10%
- Personal development opportunities: access to training and coaching
- Allowances: €4.01 per day home-working allowance and €0.23 per kilometre travel allowance
- Additional development budget: €1,500 gross per year for personal and professional growth
- Flexible and hybrid working arrangements, depending on the role

Information & Application

For more information about the position, please contact:
Marco Schipper, Manager EMEA Sales Marco.Schipper@Teijinaramid.com
For questions regarding the recruitment process, please contact: Gerwin Noij, Recruiter +31 6 47103629
If we identify a strong match, we will invite you for an interview at short notice.
Please submit your application, including your CV and a brief motivation letter, via the Apply button.
An assessment, pre-employment screening, and a valid Certificate of Conduct (VOG) are part of the selection process.