



## **Account manager**

**Netherlands, North – East NL – Fulltime - Dutch**

### **A little bit about Edgard & Cooper:**

Once upon a time, our founders wanted to feed their dogs - Edgard and Cooper – pet food they could feel good about. The kind of food that was as good for the planet as it was for their pets. But they couldn't find anything that was quite right. So...to cut a long story short, they decided to make their own!

Today, 5 years later, Edgard & Cooper has sold over 7 million bags of food, hired over 120 people across Europe and made lots and lots of dogs & cats (and their owners) feel good!

### **A little bit about us:**

We call ourselves 'the pack' because we stick together. That means we're a bunch of nature-loving, animal-adoring, purpose-driven pals! Working here means working in an international and supportive team in which everyone has a voice. We're big fans of curiosity and learning on the job, and we love people who take the initiative.

So if you want to join a fast-growing team that's REALLY making a 'pawsitive' difference, you've come to right place!

### **What type of breed are we looking for?**

We are looking for the best of the best in relationship management & acquisition of new customers. The Account manager has a gift in helping and stimulating our current customers to ensure the best possible result for both, all based on and building a strong business relationship. Next, your role will be to seek new business opportunities in the north/east region in the Netherlands by contacting and developing relationships with potential customers. You will use your communication skills to identify and address clients' needs while representing Edgard & Cooper in the best possible way.

Ultimately, you will contribute to building profitable, long-term relationships with our clients to reach our business objectives.

### What will be in your bowl?

- Responsible for all sales in your region, existing and new customers
- Build and execute customer growth plans to ensure and reach mutual goals
- Build strong client relationships
- Be the contact person and face/representative of Edgard & Cooper
- Make your pet, your customers, yourself and Edgard & Cooper proud

### What skills & tricks should you bring?

- You have a strong experience as an Account Manager or relevant sales role
- Strong level of knowledge of FMCG and e-comm
- Bachelor degree in a relevant field (Sales, Marketing, Veterinarian ...)
- Excellent sales track record and ambition to grow professionally
- Excellent (verbal & written) communication skills, Dutch (Native) & English
- Effective presentation and negotiation skills
- Good time-management skills with a problem-solving and “can do” attitude
- An enthusiastic, entrepreneurial spirit with people skills would be pawesome
- Knowledge off and/or experience in Petfood is a big plus

### What treats do we have for you?

Next to a competitive salary and package in line with your experience you will wake up every morning, knowing that every move you make is impactful. We offer you a rich learning opportunity in a truly international environment, in a passionate, professional, results-oriented team. You will get a lot of responsibilities, guidance and we make sure we have fun doing so. This is a fulltime position.

If the above sounds like you and you feel excited about it, apply via email attaching your CV and cover letter: [jean-luc@edgardcooper.com](mailto:jean-luc@edgardcooper.com) – I'm looking forward to reading why you want this role!

**Ideal start date:** a.s.a.p.

**Equal opportunities:** We believe the strength of a pack comes from its diversity. So no matter who you are, where you come from, what you believe in or what your dreams are, we welcome you and look forward to receiving your application.

**Accessibility:** Our HQ office and satellite sites are wheelchair accessible

