



## **Account Manager Benelux**

### **Description**

Industrial Physics is a multicultural company with a dynamic and mentally young team. We offer freedom and opportunities for self-expression for our employees. It is a unique opportunity to work with the most modern technology in the world - and to make your personal contribution.

Within the Industrial Physics group, Industrial Physics Inks & Coatings develops, manufactures and sells instruments for testing, measuring and analyzing inks, coatings and general surface treatments from its location in Capelle ad IJssel. Our brands in this segment include TQC Sheen (coating testing equipment), C&W Specialist Equipment (corrosion and environmental test cabinets) and Fibro (measuring equipment for dynamic surface properties).

### **Job Overview**

We are looking for an enthusiastic driven Account Manager. As Account Manager you will help direct the commercial course of the trade. Together with your colleagues from the inside and outside sales, you are responsible for providing the customer with the best possible service and advice. You manage direct sales as well as distributors and resellers.

### **Location:**

North of the Netherlands

### **What are you going to do?**

Within Industrial Physics, we value long-term relationships with our clients. With your commercial commercial drive, you excel in relationship management and know how to expand existing customer relationships with a focus on our key accounts. In addition, it is our ambition to further expand our network. From a solid technical-commercial background you are strong in solving technical application issues in order to offer the optimal solution for the customer.

### **Qualifications**

- Completed college education in a technical field (Mechanical, Measurement, and Control Engineering);
- At least five years of relevant industry experience in proactive technical sales;
- Team player;
- Affinity with the coating industry is an advantage;
- Experience with CRM, knowledge of Sales Force is a plus;
- Good command of Dutch and English in word and writing (German and French is a plus);
- Works results-oriented;
- Natural drive to take initiative;
- Communicative and social skills.



**What you can count on**

We offer you a varied full-time position with a rapidly growing and ambitious company. You will work in an informal atmosphere within a dynamic team with active and committed colleagues. Your contract is for a fixed period with a view to permanent employment. Of course we offer you a good salary with the possibility to grow.

Become part of our team! If you are interested in this position, please send your CV to [jobs-ic@industrialphysics.com](mailto:jobs-ic@industrialphysics.com). Do you have any questions? Call or email Suzy Meconen or Monique Westerduin: +31 (0) 10 79 00 100.