



Account Manager | 40 hours per week | Amsterdam

We are on an exciting journey, and our ambition is bold: to become the number one Sports Fashion brand. At Björn Borg, our culture is defined by high ambition, relentless drive, and a deep passion for what we do. Team spirit is at the heart of our success, empowering every individual to thrive.

As an **Account Manager for Wholesale Netherlands**, you play a crucial part of our Benelux Sales team. In this function you report to the Sales Manager Netherlands. Within the Björn Borg Benelux organization, you are one of the links to make the brand better and will be a great addition to the team due to your enthusiasm.

Within the Björn Borg Benelux organization, you are an essential link in elevating the brand. Your energy, enthusiasm, and proactive mindset will make you a key contributor to the team's success. While strategic thinking is crucial, a hands-on approach, from concept to execution, is even more important. You bring passion, embody our message, and carry a winning attitude.

We champion bold ideas and empower one another to grow. Our commitment to self-expression, confidence, and magnetic energy makes Björn Borg not just a brand, but a dynamic place to work - where individuality is celebrated, and talent thrives

Your Tasks and Responsibilities

- Actively manage and expand the existing customer portfolio.
- Identify new business opportunities and build long-term partnerships.
- Present seasonal collections (four per year) and deliver product and brand presentations.
- Drive sales growth and meet targets through targeted sales strategies.
- Regularly visit stores, gather feedback, and optimize collections for future seasons.
- Prepare and present monthly sales reports for your accounts.
- Expand distribution channels, build relationships with existing clients, and identify opportunities with new ones.
- Present product collections, foster partnerships, and maximize sales opportunities.
- Support your accounts with visual merchandising, inventory management, and product knowledge dissemination while promoting teamwork for collective success.

Skills & experiences

- At least 1 year of commercial experience, preferably in retail, sports, or fashion.
- HBO level education and thinking.
- Strong communication skills in both Dutch and English.
- A passion for sports and affinity with fashion.
- Strong customer focus (internal and external).
- Ability to work independently with an entrepreneurial and results-driven mindset.
- Drivers License (B-category).

As a person, you are an easy-going and communicative team player who is happy to contribute to a good atmosphere in the group. You have the ability to independently drive your work forward and take responsibility for your tasks being completed on time and with high quality. If you are also solution-oriented, curious and thrive in an environment with constant development, we think you will be a perfect fit at Björn Borg.

We are an ambitious organization that sets clear goals and pursues performance management. The company culture is characterized by openness, a high sense of responsibility, short lines of communication, a young dynamic and informal atmosphere where people work with great enthusiasm and energy! One of our regular habits is "Sportshour". Every Friday from 11:00 to 12:00 we workout with the whole company.

What do we offer?

- You can expect a good competitive salary with great benefits such as a phone, laptop, pension plan, development & training programs and an attractive employee discount of 40%.
- Hybrid work model - 3 fixed office days.
- A brand-new office & showroom in the heart of Amsterdam.
- Our headquarters is located in Stockholm, Sweden which means you will travel to Sweden twice a year for our GBS (Global Brand Summit).
- At Björn Borg you work in a dynamic and inspiring work environment where professionalism, team spirit, humor and personal development play an important role.

How is the interview process?

You can apply for this vacancy by sending your CV & cover letter to Thomas.boerma@bjornborg.com. You will receive an email when your application has been processed. We will then evaluate whether the applicant meets the qualifications for the position. If your application is successfully reviewed, you will be invited for a first interview (in person). We usually make a decision after the second/third interview. Do not hesitate to contact our team at any stage of your application.