



Account Manager, full time, Antwerp Belgium

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.

About the role

As an Account Manager, you play a crucial role in our Belgian sales team. Working in a small, high-impact team of three, you are at the forefront of driving Björn Borg's growth across Belgium and Luxembourg. In this role, you report to the Country Manager and act as a key player in elevating the brand in the region.

Your energy, enthusiasm, and proactive mindset make you a strong contributor to our success. While strategic thinking is important, your hands-on approach — from concept to execution — is what truly makes the difference. You spot opportunities, take ownership, and turn plans into results. You bring passion, represent the brand with confidence, 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 responsibilities

- Manage and further develop the existing customer portfolio across Belgium and Luxembourg
- Identify new business opportunities and build long-term partnerships
- Present seasonal collections (four per year) and deliver engaging product and brand presentations
- Drive sales growth and achieve targets through focused commercial actions
- Regularly visit clients and stores to gather feedback and identify opportunities
- Prepare and present periodic sales reports

- Expand distribution channels and strengthen relationships with existing clients
- Support accounts with visual merchandising, stock management, and product knowledge

Your profile

- Minimum 2 years of commercial experience in sports and/or fashion (wholesale or retail)
- Bachelor's level of thinking and working (or equivalent through experience)
- Strong communication skills in Dutch, French, and English
- A passion for sports and an affinity with fashion
- Experience in footwear is a plus
- Strong customer focus and a results-driven mindset
- Ability to work independently within a small team with an entrepreneurial attitude
- Valid driver's license (category B)

Who you are

You are an easy-going and communicative team player who contributes to a positive team atmosphere. As a true sports enthusiast, you naturally connect with our brand and our *Train to Live* mindset. You take ownership of your work, stay organized, and are motivated by achieving results. You are solution-oriented, curious, and thrive in a dynamic and fast-growing environment.

What we offer

- A competitive salary package with attractive benefits (phone, laptop, pension plan, training & development programs, and a 40% employee discount)
- Hybrid working model
- A role based in our office in Antwerp
- An international environment with regular interaction with our HQ in Stockholm, including travel to Sweden twice a year for the Global Brand Summit (GBS)
- A dynamic and informal workplace where team spirit, humor, and personal development are key
- Our weekly "Sportshour" on Fridays from 11:00 to 12:00, where we work out together

Application process

You can apply for this position by sending your CV and cover letter to joris.van-cleemput@bjornborg.com

After reviewing your application, we will inform you if you are selected for a first interview. The process typically consists of two to three interview rounds.