



Account Manager Footwear Wholesale, at Björn Borg Netherlands

About the Role

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. This is a unique opportunity to build and shape a new and strategically important part of our offering - footwear - with real impact on our future growth.

As the **Account Manager Footwear for Wholesale Netherlands**, you play a crucial part of our Dutch Sales team. In this function you report to the Country Manager Netherlands. Within the Björn Borg 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 Footwear portfolio.
- Identify new business opportunities and build long-term partnerships.
- Play a key role in developing footwear as a new strategic category.
- Present seasonal collections (twice 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 2 years of commercial experience in sports and/or fashion Footwear in wholesale or retail.
- HBO level education and thinking.
- Strong communication skills in both Dutch and English.
- A big passion for sports and an affinity with fashion and a specialism in footwear is a must.
- Strong customer focus (internal and external).
- Ability to work independently with an entrepreneurial and results-driven mindset and at the same time be an important part of a team.
- Drivers License (B-category).

Who You Are

You are not just driven, you also have a strong winning mentality. You thrive on challenges, take ownership, and never give up when facing obstacles.

You:

- Have experience in growing businesses, accounts, or categories
- Always look for new opportunities and creative solutions
- Bring energy, resilience, and a "make it happen" mindset
- Are proactive, curious, and constantly pushing for better results

At the same time, you are an easy-going and communicative team player who contributes to a strong team spirit and enjoys working in a fast-paced, evolving environment.

An organization where you will have opportunities for personal and professional growth!

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 - 4 fixed office days and the possibility to work 1 from home.
- A brand-new office & showroom in the heart of Amsterdam and a specialized Footwear showroom in Cast, Nieuwegein.
- Our headquarters is located in Stockholm, Sweden which means you will travel to Sweden for our GBS (Global Brand Summit) and Footwear team meetings.

- 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 does the employment process work

You can apply for this vacancy by sending your CV & cover letter to johanna.sevonius@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.