

Carhartt is the original workwear brand from the US that has been creating high quality work wear since 1889 to serve and protect hardworking people. Our products are robust and excel in durability, comfort, functionality, fit and styling. Craftsmen appreciate our products and have been fan of this legendary American brand for many years. Our clothing can be used for many (professional, craft and outdoor) activities and can be worn during and after work.

For our DACH Sales team at Carhartt EMEA/PAC Amsterdam, we are now looking for two team members for 2 regions:

Account Manager North/East Germany Account Manager Baden-Württemberg & Switzerland

The Account Manager is responsible for maximizing profitability of the existing accounts and pursuing new account opportunities to expand the account portfolio. He/she will accomplish this by introducing, implementing, and executing sales plans based on the sales strategy outlined by the Sales Manager DACH and including product placement (POS) plans, while monitoring performance and reporting on key performance indicators. The Account Manager has ownership of all aspects of account relationships and leads the development of long-term strategic partnership planning with the account(s). This involves knowledge of the assigned account portfolio, with an understanding of the dynamics within the relevant market and using markets insights, know and execute Carhartt brand strategy as well as account planning, retail analytics.

This role works closely together with the Sales Manager DACH, DACH sales team members, the customer operations team, and the marketing team (including visual merchandising) in the Netherlands.

Duties and Responsibilities are related to the assigned region:

- Achieves annual sales targets and profitable margin goals for the assigned account portfolio.
- Develop a broad knowledge of market dynamics and opportunities, of his (potential) customers, industry, and position in the market.
- Develop and use deep knowledge of Carhartt products and collections, Carhartt brand strategy and Go-To/Market strategy, to clearly articulate the benefits of Carhartt products over others.
- Make sure that brand and product knowledge as well as the retail marketing concepts (fixtures, signage, and relevant instructions) are well understood and used effectively by store staff.
- Prospects and develops new accounts within the defined working area.
- Identifies and creates (unique) approaches to create customer value, proposing and selling ideas and solutions successfully.
- Reacts promptly to issues and provides ongoing service to his accounts, being a trusted partner.
- Takes ownership and accountability of the execution, achievement, and measurement of the results within his account portfolio.
- Works on optimal replenishments of stock/products by using forecast tools, pre-orders, and other means to be able to meet customer expectations.
- Monitors trends and competitive developments and provides market intelligence feedback to the Sales Manager.

What do you bring to the table?

- Bachelor's degree in commercial studies or related field, or equivalent relevant experience in a sales role.
- Minimum of 3-4 years sales experience with demonstrable track record in meeting targets and effective account management in the relevant region. For the position Account Manager Baden-Württemberg & Switzerland, you have worked in Switzerland in a similar role before.
- Knowledge of apparel and/or work wear industry and/or retail channel selling experience, preferably in the assigned working area, is a strong advantage.
- Ability to efficiently organize, prioritize and schedule workload; time management and organizational skills as well as being able to accurately identify priorities.
- Self-starter and ability to work independently.
- Excellent German verbal and written communication skills required, as well as able to understand and communicate (verbally and written) proficiently in English.
- Strong organizational and computer skills, specifically Microsoft (office) applications.
- Living in the adequate region of Germany to visit (potential) customers within reasonable driving distance.

What do we have to offer?

Carhartt is a family-owned company for almost 135 years now and stands for transparency, honesty, authenticity, and respect. The Carhartt EMEA/PAC team currently consists of around 68 associates. We offer strong employee benefits including a Carhartt Reward Strategy, a 37-hour workweek (hybrid office/WFH), a company bike plan, a company fitness plan and 25 leave days per year. We supply you with home office equipment in case you would like to work from home for part of the workweek.

Application process

We are working locally with Michael Page Germany on these vacancies, they search and select suitable candidates for us.

Are you interested? We would like to hear from you!

Please apply via our vacancy in LinkedIn or email your application letter (motivation) and CV at emea-recruitment@carhartt.com and we will consider your application.