

Belgium Jobs Expertini®

Account Manager France / Wallonia (temporary for 6 months)

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Company: Bugaboo

Location: Belgium

Category: business-and-financial-operations

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Your role at Bugaboo

Join us on our mission to help empower parents and children to discover the world together! Bugaboo is a premium Dutch parental company that reinvented the stroller 20 years ago. We continue to bring a pioneering mindset and an obsession with quality to everything we do and we're looking for entrepreneurial and passionate people to join us. With design and innovation led in-house, production in our own factory in Xiamen and a global footprint we are proud of our creativity and cultural inclusion.

About us

Bugaboo has been pioneering parenting products since 1999. We design for the future and bring a mindset of innovation, curiosity, and creativity to everything we do. We also pride ourselves on the unrivaled engineering of our award-winning products, which are built to last and crafted to help simplify everyday life for families.

At the core of our business, we believe in doing the right thing and taking responsibility. For our planet, we've pledged to reduce our CO2 emissions to net zero by 2035. Our B Corp Certification also reflects our commitment to accountability, transparency, and making products with a smaller impact. For our people, we focus on diversity and creating an environment

where everyone feels heard, safe, included and valued. This commitment to our company culture spans our global teams, from our HQ in Amsterdam to our owned factory in Xiamen, China.

We're passionate about unlocking potential, and we're driven to revolutionize our industry again and again. Together, we're shaping a new future --- do you want to join us for the journey?

The Account Manager is responsible for building, managing, growing and maintaining the retail partner relationships within a designated territory, whilst achieving an assigned sales and profit growth goal. The Account Manager analyzes store performance, develops new strategies and implements performance improvement plans.

In this role you are responsible for driving the sales targets at our customers for the Belgium / France region.

You are part of the Western Europe Sales team (5 people) and report to the Regional Sales Director.

What will you do

Drive the brand & sales on a daily basis, in order to grow the Bugaboo business, the Bugaboo brand and our competitive position (consistent with Bugaboo's overall mission, vision and long term objectives).

Achieve annual sales targets and financial goals. Closely monitor revenue budget.

Is responsible for the total store experience, from where we are located, to maintaining POS and creating advocacy in store staff members with the Bugaboo story.

Work together with internal Bugaboo teams on analyzing store performance, developing new strategies, and implementing performance improvement plans where necessary.

Support our temporary agent for France in serving our retailers together.

Ensure up-to-date product knowledge and provide in-depth training on Bugaboo products.

Act as a technical generalist to suggest solutions, provide expertise and describe retail best practices to Retail & Distribution partners & Store Staff accordingly.

Create & host assisting selling days with partners, capturing key selling times and days.

What you will bring to the table

You have knowledge of assortment/financial planning and you are familiar with visual merchandising and product presentation.

You have retail experience and the willingness to travel (a valid driver's license is needed for this role).

You are a native French speaker as your customers are based in Wallonia and France.

You also have English language skills as Bugaboo is an international company.

With your analytical mindset, negotiation skills and strong communication skills, you are the driving force behind shop success and customer smiles. You've got an eye for spotting trends, quirks, and opportunities for improvement that help us serve our customers better.

What we offer

An enthusiastic team of friendly, driven colleagues with love for our mission and brand;

An inspirational, inclusive, fast-growing international work environment in which you can make a difference and develop yourself further;

Access to OpenUp (wellness hub) - monthly wellbeing webinars, individual coaching and an Employee Assistance Program with free access to Mental Health Professionals for when times are tough;

Holiday swap (you are free to exchange a public holiday for another day that is more important to you);

Company car, laptop and mobile phone;

Friends & family discount (20%);

Day off on your Birthday & Day off for volunteering activities;

20 holiday days per calendar year;

A solid pension plan, disability insurance and discount on your supplemental healthcare insurance.

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