



VACANCY

Account Manager

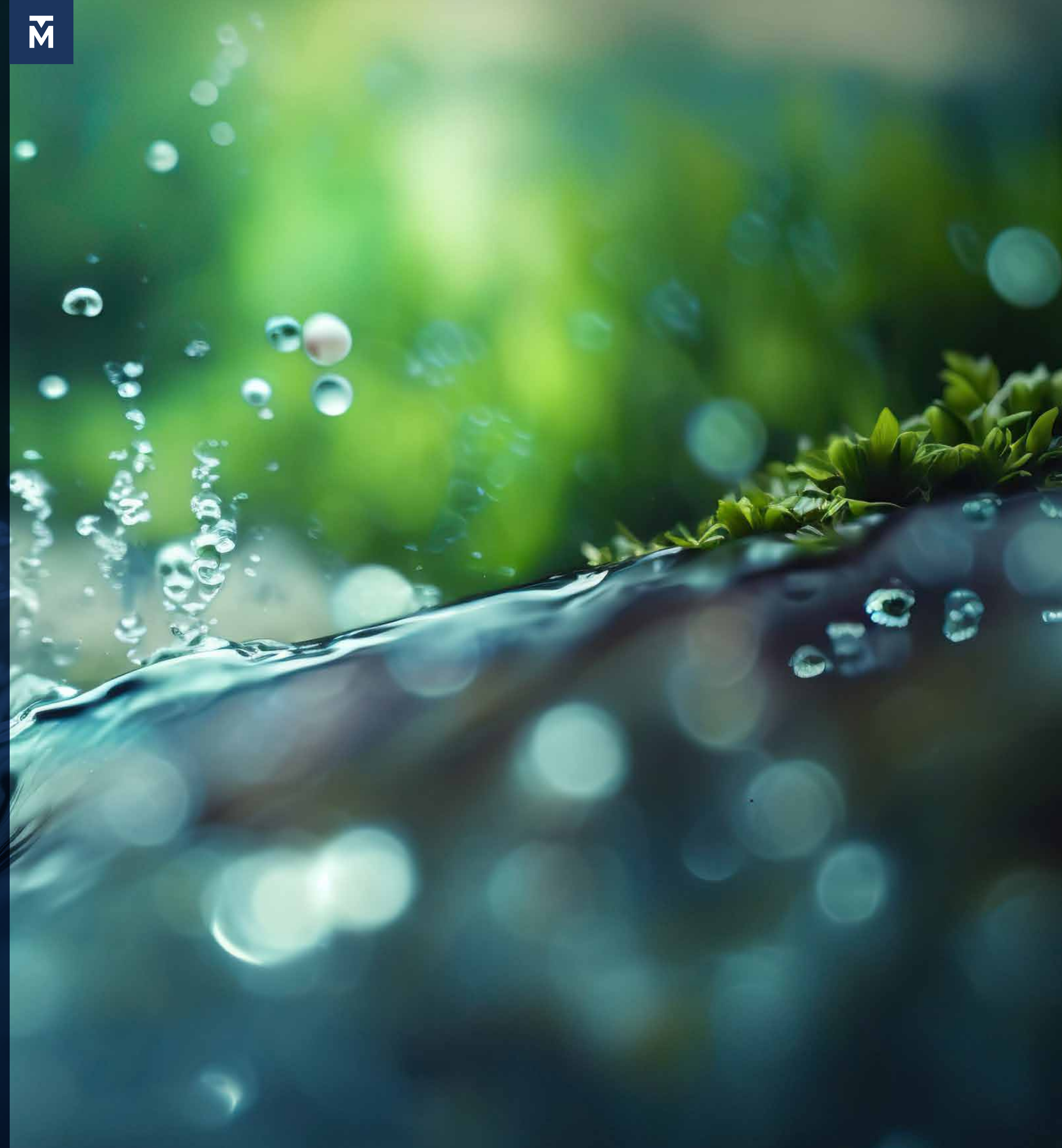
Requirements

- Completed Bachelor's degree
- Several years' experience in sales or account management for technical products, or in a similar position
- Proven successes in achieving sales targets and developing customer relations
- Proactive, results-oriented way of thinking
- Excellent communication, negotiation, and presentation skills

📍 Germany, Poland, UK 🧳 Minimum of 3 years experience



Although over two-thirds of our Earth is covered in water, only 0.01% of the fresh water worldwide is accessible and renewable. MegaGroup, B2B distributor for water transportation components, wants to make water more accessible. A total of 10 sales offices in Europe provide professional customers with a complete package of innovative solutions under one roof. A new sales team is currently in development which will contribute significantly to the strengthening of the market position.





ABOUT THE COMPANY

MegaGroup

Water is essential – for the sustenance and health of people, to preserve ecosystems, and for industrial processes. Yet fresh water is scant and the effects of climate change are putting the water supply on our planet under increasing pressure. Extreme rainfall and extreme droughts are making water increasingly difficult to access and are causing the water quality to deteriorate.

MegaGroup Trade Holding, wholesaler for technical components for water transportation, aims to make water more accessible, thereby actively contributing to improving quality of life. True to the mission “bringing water to life”, the company aims to create a world that has enough water for everyone. A shorter value chain, highly-motivated and dedicated employees, as well as improved availability of water should contribute to creating better living conditions and saving resources.

Under the umbrella of the holding company based in Veghel (the Netherlands), 10 sales offices in Europe supply professional customers with intelligent and efficient water solutions ranging from innovative water supply systems for the agricultural and livestock breeding industries to swimming pool filters and pumps, and from water treatment plants to products for building systems and industry. The range comprises around 16,000 specialty products for the agricultural, installation technology, industry, retail, and leisure sectors, which





are delivered to more than 20,000 customers worldwide within just 48 hours (or faster) from the two European distribution centers in Veghel (the Netherlands) and Poszen (Poland), as well as various European hubs.

The expertise in this field goes back to a long company history: The founding of Bosta BV in Alkmaar (the Netherlands) around 80 years ago laid the foundation for the company as it is today. The primary business at that time still comprised technical products for the agricultural, horticultural, and food industries. To be closer to our customers and shorten the delivery lines, the company gradually branched out to different locations within the Netherlands, Germany, and Northern Europe, which were eventually merged under the MegaGroup Holding umbrella in 2005. Since 2010, the company has been in the hands of private investors and employs around 300 employees, who are committed to pursuing the common goal: to become a leading one-stop-shop supplier for water technology and to support customers in ultimately saving water, as well as time and financial resources.

MegaGroup wishes to further expand its market position in Europe and become the preferred partner for installers, OEMs, resellers, and professional end users in the water technology industry. Motivated sales staff, who would like to become part of this mission and grow with the company, are being sought for this purpose.



Account Manager

In recent years, MegaGroup was able to achieve substantial growth. After the group was taken over by new investor Sun European Partners in July this year, the company's international success is now systematically being further expanded – both organically and inorganically. In the coming years, numerous investments are planned in further companies and new collaborations.

The company growth is also resulting in considerable additional sales and marketing opportunities for MegaGroup. Newly established sales teams in Germany, Poland, and the UK will play a key role in developing new market opportunities and contribute to the further success of the company. We are looking for highly motivated Account Managers who will work with others to turn MegaGroup into a leading supplier of complete solutions for water technology, thereby making an important contribution to a more sustainable approach to the valuable resource that is water. A wide portfolio of innovative products for a wide range of applications and markets is available to them for this purpose, which represent attractive and cost-efficient alternatives to the established brands.

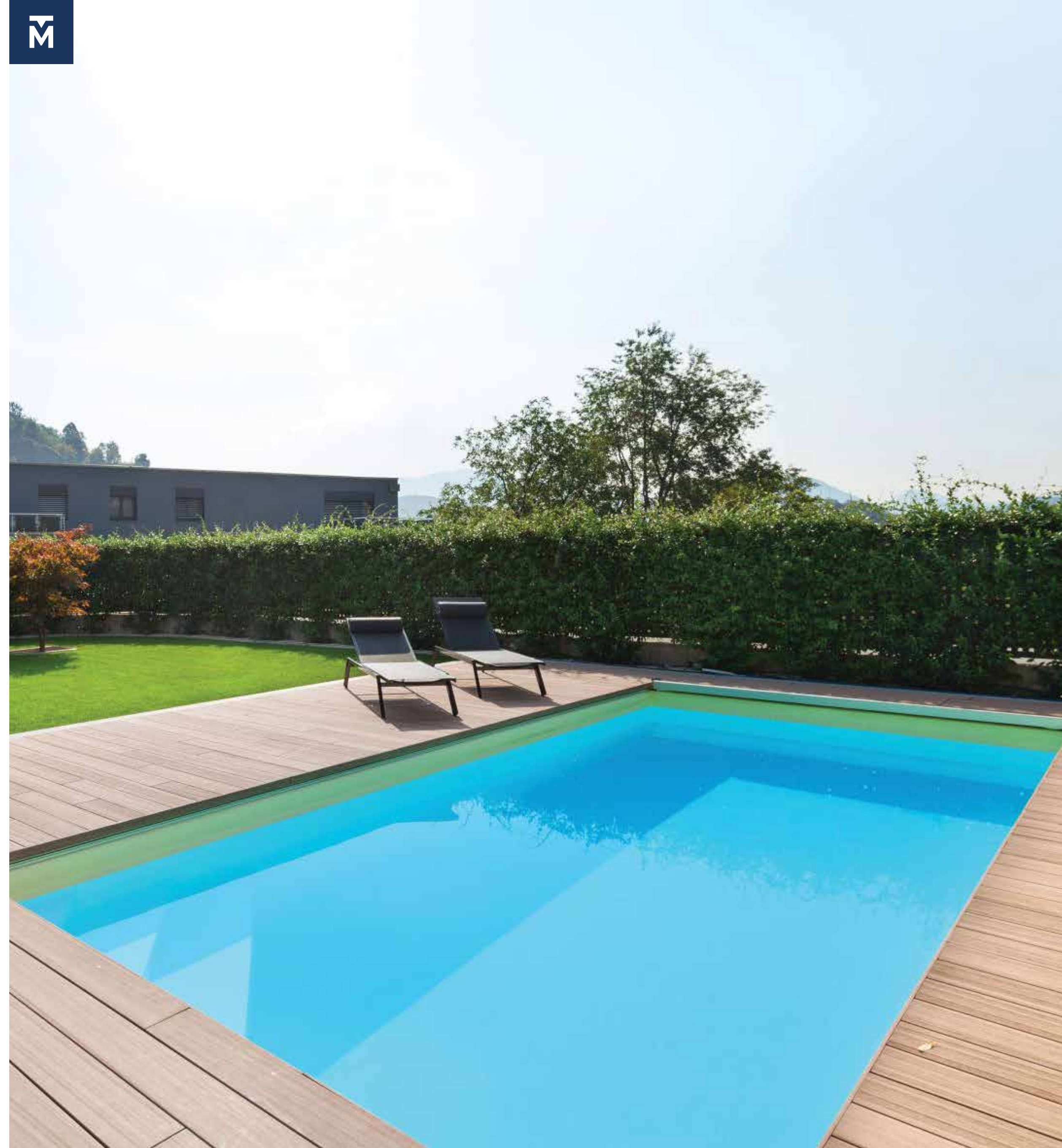
As an Account Manager at MegaGroup, candidates adopt far more responsibility than simply taking care of their clientèle and converting available leads. They proactively adopt the acquisition of new business opportunities, negotiate prices and terms, conclude contracts independently and are responsible for the analysis and reporting of the results.



More specifically, their tasks include:


- Acquisition of new customers within the allocated sales areas in Germany, Poland, or the UK
- Consolidation and further development of existing customer relations
- Recognition and implementation of measures that increase sales
- Negotiation of prices and terms, as well as the independent conclusion of contracts
- Close collaboration with the sales team and coordination with colleagues in all market and product-related queries
- Analysis, reporting, and internal and external communication of sales-related key figures

In this exciting and varied role, candidates with experience in selling technical products, who like to challenge themselves, bring along a success-oriented way of thinking, and enjoy dealing with customers will find the ideal conditions for contributing to the success of a company with purpose, and further developing themselves both professionally and personally. To enable them to succeed in this right away, the MegaAcademy was launched. During an intensive, three-month onboarding program, candidates will be given exactly the knowledge and tools they need to succeed. They will find out all there is to know about MegaGroup, markets, products, and customer requirements, take part in training and networking activities, get to know existing customers personally, and independently turn existing leads into actual customer relations during the last stage of the onboarding process.



At MegaGroup, they will also find a dynamic environment in which sustainability and social responsibility come first and there is plenty of scope for the implementation of one's own ideas. No wonder that the company was already awarded the World Class Workplace Award or the Workplace Global Award three years in a row. An open company culture, the collaboration in a young, international team, as well as the opportunity to flexibly arrange place of work and working hours, are just some of the numerous additional benefits that candidates can expect. ■

Interested? MegaGroup has exclusively appointed Top of Minds to fill this vacancy. If interested, please do not hesitate to contact us at: oliver.tonnar@topofminds.com.



“We supply water solutions to improve people’s lives. Our mission is to enable sustainable growth for our customers, employees, and partners, by making water available in a convenient, intelligent, and efficient manner. We bring water to life.”

– Bernard Verburg, CEO of MegaGroup