



EPSON is the global market leader in imaging products, such as printers, projectors, monitors and complete cash register systems. With an innovative and creative culture, EPSON is dedicated to exceeding the vision and expectations of customers worldwide with products known for their superior quality, functionality, compactness and energy efficiency. EPSON also aims to ensure that its products have minimal impact on the environment throughout the product lifecycle.

EPSON Europe BV was set up in Amsterdam in 1990 to take on the special challenges and diversity of the European markets and beyond. It serves as the strategic headquarters of the EMEA region covering Europe, the Middle-East, Africa and Russia.

Challenging times are ahead for EPSON therefore we are currently recruiting for a

Account Manager Retail

The Benelux Sales and Marketing team executes its strategy to achieve EPSON's commercial objectives. This role is within the Netherlands Retail team and reports into the Sales Manager Retail.

As an Account Manager you will:

- Manage specified retailers, including the achievement of fiscal year targets, the setting and managing of quarterly targets for each account and the collection of sales and inventory data
- Develop and implement channel plan to achieve company objectives
- Identify, manage and execute promotional campaigns within assigned retail accounts appropriate to their individual business needs and consistent with EPSON Benelux marketing activities
- Achieve quantitative target and qualitative performance objectives as set by the Sales Manager
- Maintain overall knowledge of account activity and business opportunities and provide adequate reporting to the Sales and Marketing Manager
- Reporting: prepare a monthly report detailing business performance, including market trends and intelligence
- Work on multi level with retail accounts; operational, tactical and strategical

Your required background:

- HBO degree and minimal 5 years retail experience with commercial account management skills
- Specific knowledge of indirect distribution in the IT market, retail accounts and retail dynamics
- Ability to work in a team
- Solid financial background
- Good working knowledge of SAP – and BW (pre)

EPSON offers an interesting remuneration package; competitive salary, 29 holidays per year, a 13th month of salary, discount on company products and more...

If interested please forward your cv to recruitment@epson-europe.com. For more information about the role please contact Dwight Piqué on 020-3145218.

EPSON is a network of more than 86.000 employees in 107 companies around the world, and is proud of its ongoing contributions to the global environment and to the communities in which it is located. EPSON is led by the Japan-based Seiko EPSON Corporation.

EPSON. Exceed your vision.