

We are SKK Kozijnwacht – a part of the Schüco Global Services organization!

About Us: SKK Kozijnwacht is a leading service organization specializing in the repair, preventive maintenance, and energy-efficient upgrades of pvc, aluminum, and wooden window and door frames. We serve a diverse clientele, including businesses, commercial property managers, homeowner associations, and private homeowners. Our commitment is to extend the lifespan of window frames while ensuring optimal living comfort for our clients.

We are seeking a motivated and experienced **Area Account Manager Sales (m/f/d)** to join our team. The ideal candidate will be responsible for driving sales and expanding our service and maintenance operations within their designated region. This role involves building and maintaining strong relationships with clients, identifying new business opportunities, and ensuring customer satisfaction.

Job Title: Area Account Manager Sales (m/f/d) – Field Service and Maintenance

Location: Utrecht, Apeldoorn, Zwolle

Key Responsibilities:

- Develop and execute a strategic sales plan to achieve sales targets and expand our client base.
- Identify and pursue new business opportunities in the service and maintenance of window and door frames.
- Build and maintain strong relationships with existing and potential clients, including businesses, commercial property managers, homeowner associations, and private homeowners.
- Conduct site visits to assess client needs and provide tailored solutions.
- Collaborate with the service and maintenance teams to ensure high-quality service delivery.
- Prepare and present sales proposals and contracts.
- Monitor market trends and competitor activities to stay ahead in the industry.
- Provide regular sales reports and updates to the management team.

Qualifications:

- Provide regular sales reports and updates to the management team.
- Proven experience in sales, preferably in the window and door service and maintenance industry.
- Strong understanding of window and door frame materials and maintenance processes.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong client relationships.
- Self-motivated with a results-driven approach.
- Strong organizational and time management skills.
- Willingness to travel within the designated region.

What We Offer:

- Competitive salary and performance-based incentives.
- Comprehensive training and development programs.
- 24 vacation days and 11 ½ ATV days, + 8% holiday pay
- net non-sickness bonus, + pension system
- Company car

How to Apply: If you are passionate about sales and have a strong background in service and maintenance, we would love to hear from you. Please submit your resume and a cover letter detailing your relevant experience and why you are the ideal candidate for this position to Neslihan Pak, Talent Acquisition Manager npak@schueco.com

SKK Kozijnwacht is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.