

Position title Account Manager

Philips Hue is the global leader in connected consumer lighting. Thanks to the magical customer experiences created by our wireless controlled lighting products, we're undergoing rapid growth. In sales, in functionality and in application scope. That's why Philips HUE is hiring! We are looking for ambitious professionals who want to help redefine lighting for the digital age. **It's a once-in-a-lifetime opportunity to help shape the world's leading Internet of Things (IoT) platform and have a powerful impact on people's everyday lives.**

Want to find out more about working at Philips HUE? We invite you to visit us online and check our inspiring HUE employee stories to see what we mean: <http://philips.to/2nrkzs7>

Your challenge

In this role you will develop and optimize the sales of consumer connected lighting, Philips Hue, to a defined number of accounts, including the largest electronic retailer in the Netherlands. As an Account Manager you represent Philips Lighting towards the account and internally represent the account. By visiting each store, you are responsible for the way our solutions are represented, building relationship with multiple stakeholders at the customer, and will do the negotiations around year contracts. Setting up a variety of marketing activations is a key part of your role, in close collaboration with marketing.

Feeling excited about a dynamic, fast changing, and double digit growth market with the latest innovations is key. The goal is to maximizing the value (top- and bottom-line) of the short & long term business with the account for Philips Lighting.

Your responsibilities

- Development, maintenance and improvement of relations with a limited number of accounts to keep or to set Philips Lighting as preferred supplier.
- Build relationship on individual stores level of the accounts
- Initializing and coordinating all Philips Lighting efforts to the accounts in order to maximize the output of the sales group
- Creation of an account plan for each account for 2 years in which budgeted targets are translated into specific strategy and actions per account as part of the operational plan of the sales group.
- Creation and implementation of marketing activation programs for and with the accounts to improve the performance of Philips Lighting
- Drive the performance of the functions in the account team to get it done
- Systematically analyzing and reporting of sales results, expectations, market, competition and trends to make proposals for improvement

We offer you

A **fun and dynamic environment** in which you will be challenged by people as passionate and smart as you. An inspiring, international and diverse environment where you can share experiences with people from all over the world. Furthermore:

- Fast opportunities for **self-development**: online courses and library, experience exchange with colleagues around the world, personal development budget, free training & coaching
- Possibility to be part of a **global leader with a start-up spirit**
- **Benefit package** (health care, pension scheme, variable bonus, lease car, opportunity to buy Philips products with discount etc.)

We are looking for

- **Enthusiastic young professionals**, recently graduated with a **Master in Business Administration or Marketing**.
- Experience in a consumer goods organization as a plus
- Professional knowledge and experience in the use of relevant marketing and sales techniques.
- Knowledge of logistics and process management.
- Good understanding of finance.
- Organize the necessary actions and make sure the required results are met in time.
- Fluent in **Dutch & English**, verbally and in writing.
- Independent negotiations with customers, within given guidelines and sales plan.
- Good presentation skills on account management level.
- **Entrepreneurial & Team player**

Recruitment process

Join the leading lighting company for the digital world, and help us unlock the extraordinary potential of light for brighter lives and a better world. **Be a game changer. Be Philips Lighting. Apply today.**

Please upload your resume or LinkedIn profile through the Philips [career site](#)-267020.

After a pre-selection process based on your CV, you will be invited for a face-to-face business interview.