

Peleman Industries – Customer Solutions Specialist NL - DE

At Peleman, we believe that every message deserves to stand out. As a marketing-driven organization, we help brands elevate their content with premium printed presentation solutions that make an impact. Visually, tactilely, and emotionally.

To strengthen the performance of our international distribution network, we are looking for an **International Account Developer** in Puurs. You will focus on **activating** and **growing** a portfolio of around 50 **distributors**, from the office but with a fully international scope.

- You are someone who builds energy through a phone call, who combines warmth with commercial instinct and who gains satisfaction from turning silent accounts into active, growing partners.
- You manage a portfolio of existing distributors and help them perform better:
- more product adoption: introducing partners to products they are not yet using
- more repeat orders, better follow-up and stronger engagement with Peleman
- you call, coach and motivate partners remotely
- you turn silent accounts into active, growing accounts
- You know what is happening in the field, without being in the field yourself.

At Peleman, we believe that growth starts with people. Not just any people, but the right people in the right place.

A brand is defined by the customer's experience.

The experience is delivered by the employees

Your responsibilities

- Managing and growing a portfolio of approximately 50 existing distributors
- Proactively reaching out via phone and video to understand what is blocking sales growth, identify upsell opportunities and stimulate repeat orders
- Reactivating inactive or underperforming distributors through targeted follow-up
- Creating simple growth plans per distributor and consistently following up
- Supporting distributors with product knowledge and positioning: how can they sell Peleman better to their customers?
- Sharing market insights and feedback internally so that sales and marketing can act on them
- Keeping the CRM up to date and accurately documenting pipeline signals
- Collaborating with marketing, customer support and field colleagues to coordinate partner actions

When work and passion come together, wonderful things happen.

Your profile

- You are someone who gains energy from contact and results. You enjoy getting people into motion, even if they don't realize it yet. You are patient enough to build a relationship, but persistent enough not to sit still when there is no movement.
- Experience in inside sales, account management, customer success or partner management, preferably B2B
- Strong communication skills via phone and video: you know how to engage people remotely and guide them towards action
- Commercial mindset: confident in upselling, cross-selling and spotting opportunities
- Organized and consistent in follow-up, comfortable managing a portfolio of many accounts simultaneously
- Fluent English required, other languages are a strong asset given the international context
- You understand cultural nuances and adapt your approach per market

Happiness at work.

With us, it's not just about attracting the best talent, but also about creating a pleasant atmosphere in the workplace. Personal attention and employee satisfaction are highly valued at Peleman, and you can feel that in everything we do. So if you want to work in a company where attention to the individual and a positive atmosphere are central, this is the ideal opportunity for you.

- An impactful growth role with real ownership over your distributor portfolio
- A collaborative international environment from our headquarters in Puurs
- Training on our product portfolio and sales approach
- A market-competitive fixed salary with an uncapped variable component
- Meal vouchers, eco vouchers, hospitalization insurance and 29 vacation days
- A sustainable company that generates 99% of its own energy

One Team, One Goal.

Interested?

Do you get energy from international growth, strong partnerships and tangible solutions?

Do you feel addressed by this role and our values?

Then we would love to hear from you.

Convince us that this is your next step.

<https://www.peleman.com/nl/>