



## Account Manager Germany – Trust Switch-in

Full-time

Location: Remote, Germany

Trust may not be a family-run business but our way of working is much like one. We work as one team, we support each other through thick and thin and do everything with passion and pride. Alongside our rebranding activities, this year we set ambitious sustainability targets to become climate neutral. We also started to release our line of 'ECO' products which are made with recycled materials - we are well on our way to a greener, brighter future and would love to do it together with you!

This is a challenging role in which you will be 100% commercially active. The main responsibility of this Sales role is to support Trust Switch-In position in these countries, achieve wider distribution and increase the availability of our products. As Junior Account Manager, you will be responsible for maintaining and managing existing relationships and actively bringing in new ones.

### Responsibilities:

- Visiting DIY stores;
- Training staff;
- Independently drawing up account plans and carrying out acquisitions;
- Independently conducting research;
- Pioneering in new markets;
- Assisting in sales development with existing relationships.

### Requirements:

- MBO/HBO level of thinking and working is a must, and experience in international account management and the Smarthome market is a plus;
- Possession of driving license B;
- Excellent communication and interpersonal skills in German and English;
- Knowledge of Microsoft Office;
- Ability to build relationships at different levels and find solutions;
- Drive, ambition, common sense and flexibility, along with a real winner's mentality and an entrepreneurial personality;

- A positive, proactive and disciplined working attitude; always open to feedback; very eager to learn; work in a structured and planned manner; and have a clear and goal-oriented style of communication.

**What we offer:**

- A versatile commercial function;
- An international team of young, enthusiastic colleagues;
- Salary in line with the job level and good additional benefits such as a bonus scheme and pension.

Trust operates globally and is on a mission to make fair digital accessories the new norm: fair to people, fair to the planet and at fair prices. Together with our retail and manufacturing partners, we are working on smart changes in our production, operations and product range.

Trust offers a range of affordable products for your laptop, gaming device, tablet, PC, home, smartphone and TV. Trust's products are available in 50 countries through local shops, larger electronics shops, department stores, hypermarkets and online.

Curious about the great career opportunities Trust has to offer? Then visit the 'Careers' page on our website or check our LinkedIn or Indeed pages where you'll find all job vacancies.

We perform analyses on our job descriptions based on language and requirements to ensure they are inclusive and fair.

**Apply for job:** <https://www.trust.com/en/corporate/careers/account-manager-germany/application>