



Account Manager for the Rotterdam Region (m/f/x)

Location: Rotterdam

Working Hours: Full-time employee

Founded in 1972, ELA Container has grown into a global leader specializing in mobile room solutions using containers. With over 1,400 employees and 24 locations worldwide, our family-owned business is continuously expanding. We are now looking to strengthen our team the Netherlands, one of our greatest markets, as we aim to build a constructive and long-term collaboration with dedicated professionals.

As an **Account Manager (m/f/x)** for the Rotterdam region at ELA Container, you are actively involved in field sales and play a crucial role in driving sales growth and maintaining strong customer relationships within the modular space solutions industry. You act as the direct link to our customers, providing tailored solutions and ensuring seamless service that meets the diverse needs of our clients.

Interested? Then we should get to know each other. For more information, please contact our local colleague, Sonja van der Weide, [+31 50-318 22 47](tel:+31503182247).

Your Future Role

- + Responsible for maintaining and expanding customer relationships in the dynamic region of Rotterdam
- + Proactively identify and pursue new business opportunities within the assigned territory
- + Develop and implement effective sales strategies to meet and exceed sales targets
- + Build and maintain strong relationships with existing and potential clients by understanding their needs and providing tailored solutions for their modular space requirements
- + Accurately and promptly complete sales reports, customer contracts, and other administrative tasks
- + Work closely with internal sales teams, including operations, project office, and customer service, to ensure seamless service delivery and customer satisfaction

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What You Bring to the Team

- + Successfully completed degree and 3-5 years of relevant sales experience, preferably in the modular construction industry, is an asset
- + Excellent communication skills in Dutch, French, and English; basic knowledge of German is an advantage
- + High customer orientation with the ability to effectively understand and address customer needs
- + Familiarity with ERP systems, particularly Salesforce, is considered a valuable asset
- + Self-motivated and able to work independently, as well as possessing strong teamwork and negotiation skills

What you can expect from us

- + We'll provide you with a **company phone** (iPhone), which you can also use for private purposes
- + We'd like for you to continue **developing**, which is why we support your personal development with a tailored range of options
- + We'll provide you with a **company car**, which you can also use for private purposes
- + ELA offers you a **diverse range of activities** at a global company, informal interaction with one another, and a whole host of opportunities to incorporate your own ideas
- + With us, you can expect **flat hierarchies** and short decision-making processes
- + Expand your network at our regular **employee events**
- + We offer you flexible working hours and the opportunity to **work from home** – if you're not at the client's location
- + We organize an extensive **onboarding program** for you at our headquarters in Haren (Ems), so that you can get to know the entire company, our products, and our employees
- + We'll provide you with a company phone, company laptop, and other **technical equipment** that you'll need to work remotely and can use for private purposes

How to apply

Submit your CV through our career portal at www.karriere.container.de/en or by email to career@ela-container.com. Please include a few lines about what makes you unique, why we are a good match, and how you heard about us. Be sure to include your notice period and salary expectations. We look forward to discussing your future with ELA Container in a personal interview.

Any questions?

For further inquiries, please contact our local representative Sonja van der Weide, [+31 50-318 22 47](tel:+31503182247).