

Sales Trainee

Based in The Haque, The Netherlands

Naïf is more than just a company to work for: it is a sustainable personal care brand with products coming straight from our hearts. We want to change the world of personal care into **good care**: good for your family, and good for the planet. Naïf is growing fast in- and outside The Netherlands. This results in new and exciting challenges every day that we all face with great passion.

Job description

Do you want to explore the ins and outs of working at fast-growing B-Corp in personal care? We are looking for a starter or someone who wants to switch (after 1st job) to a commercial role in a very ambitious and inspiring team. The right person will be comfortable in an "all hands-on deck" environment, able to work together with many different types of people and brings a ton of energy to the team.

You have demonstrated entrepreneurship, (analytical) smarts, and persistence in your life up to this point. You will be responsible for helping the Sales Team achieve ambitious growth objectives by being their reliable partner-in-crime and you will be 100% responsible for a diverse mix of smaller customers. Moreover, you will work on various multi-functional projects, for example with Marketing or Logistics.

Profile

- Minimum HBO / WO Education level.
- 0 2 years of working experience.
- Analytical and energized by making the numbers work.

About Naïf

We are committed to being good, good for sensitive skin and good for the planet. Generally speaking, personal and baby care products are not doing the planet any favours, but we want Naïf to be the exception. Our 'do good' philosophy is the driving force behind everything Naïf does. Our products have to be good, they have to be gentle (on people and the planet), they have to be better than the alternative and they have to be as environmentally friendly as possible. From the ingredients in our products, to our packaging, our delivery methods and everything else, if it's not good enough for our kids, it's not good enough for Naïf.

- Entrepreneurial and energetic personality
- Driven, independent, and open-minded.
- Strong interpersonal and communication skills
- Eager to learn and develop yourself quickly
- Fluent in Dutch (mandatory) and English.

Responsibilities

• Manage the full business of some smaller strategic and qualitative customers to make sure

they have what they need to deliver an excellent brand exposure for Naïf (for example:

boutiques, day cares, hospitals). As soon as possible you will also be responsible for the

wholesale business.

- Support the Key Account Manager and Sales Manager with administrative and operational support for big accounts (Albert Heijn, Kruidvat, Etos), wholesalers and distributors.
- Manage all customer relations in a professional but Naïf way; all our clients need to trust
- Support the Sales Team with analyses, business planning, forecasting, and overall KPI

 tracking and reporting
- Support the Sales Team as a whole with ad hoc requests (sending packages, preparing meetings, doing store visits, etc.) and bigger projects (Trade Shows, Training events, Yearly negotiations, etc.).

What we offer

- The opportunity to build your own job, you will know where to focus to grow Naïf.
- The opportunity to be part of an ambitious team that is fully in charge of the brand.
- An open company culture full of energy, fun, and flexibility.
- Various teambuilding and learning activities (including regular drinks and a yearly trip abroad).
- A beachfront office in Scheveningen
- A vearly 1-month bonus based on company performance.
- Unlimited growth opportunities: we never know what next year will bring:-)

Sounds like fun?

Do you recognise yourself in this profile? Please email your CV and motivation letter to sophie@naifcare.com. We look forward to hearing from you!

