

Senior Account Manager Benelux (i.e. Xirena, Rotate, 6397, Nili Lotan, Aiayu, Denimist, Suzie Kondi, Tkees, Naghedil)

About Parrot Agency:

Parrot Agency is a fashion agency representing, selling, and strategically positioning a variety of fashion brands (see our brands at www.parrotagency.com). We maintain strong relationships with both national and international retail partners, including leading online players, premium department stores, and high-end multi-brand boutiques. Our enthusiastic sales team is dedicated to providing the best service and building strong customer relationships. With our global reach, we aim for optimal visibility and distribution of our brands. Our office in Amsterdam is home to a young, informal, experienced and innovative team working towards ambitious goals.

Job Description:

As a Senior Account Manager Benelux at Parrot Agency, you will be responsible for leading and managing our brand portfolio within the Benelux region. In this dynamic role, you are responsible for developing a solid sales strategy tailored to the local market, with a strong emphasis on brand alignment, commercial targets, and regional needs. You bring a sharp market view, deep understanding of retail structures in the Benelux, and a proven track record in account and budget management.

You will build and maintain strong relationships with key retailers, oversee seasonal planning, budgets and performance reviews, and coordinate between brands and internal teams to ensure smooth execution. Your experience in the fashion industry and your communication skill set and broad network enables you to thrive in this role. Given the physical presentations of the collections in showrooms across Antwerp and Paris, alongside frequent store visit in the Benelux, a willingness to travel is essential. You will report directly to the Benelux Sales Director.

Responsibilities:

- Independently manage and grow the Benelux brand portfolio, taking full ownership of its development and distribution plan
- Build and maintain strong client relationships with both existing and potential retailers across NL, BE and LUX.
- Develop seasonal sales strategies and set targets for each brand and customer.
- Identify new business opportunities and support in regional prospecting and brand positioning.
- Lead client appointments and showroom meetings during sales campaigns (Antwerp and/or Paris).
- Regular visits to existing and potential accounts in the Benelux to strengthen relationships, assess brand presentation, and identify new opportunities.
- Represent the brand and agency during in-store visits, training sessions and retail activations.
- Analyze monthly sell-through and report commercial insights to internal teams and brand partners.
- Collaborate with internal teams and brand managers on forecasting, product feedback and performance.
- Manage a team of 2 junior account managers.
- Coordinate after-sales processes including order confirmations, delivery timelines, and customer communication with your team.
- Support junior team members and contribute to a strong internal knowledge culture.

Profile Candidate:

- 5+ years of experience in Benelux fashion wholesale management, preferably in the Contemporary or high-end segment.
- Strong knowledge of the Benelux retail landscape and relevant fashion network.
- Proven ability to work with budgets, sales targets and commercial planning.
- Fluent in Dutch and English (spoken and written); French is a plus.
- Bachelor or Master's degree.
- Proactive, structured and communicative; able to work independently and lead a team.
- Strong commercial sense and ability to match brand identity with regional opportunities.
- Based in or near Amsterdam (or open to commute).

What we offer:

- An interesting and challenging role in the fashion industry at a growing agency
- Dynamic and stimulating work environment with a young experienced and enthusiastic team
- Market competitive salary
- Opportunities for personal growth and strategic input.

Are you the senior account manager we're looking for?

Send your CV and motivation to jobs@parrotagency.com. We look forward to hearing from you!