



INTERNATIONAL ACCOUNT MANAGER

Commercial professional with experience in client relations, international markets and business services. I enjoy building long-term partnerships and always look for solutions that create value for both parties.

Colleagues describe me as approachable, reliable and goal-oriented. I move easily between strategy and execution and thrive in a dynamic environment.

EXPERIENCE

SINCE 2023	International Account Manager Northline Solutions, Breda
2020 2023	Account Manager Benelux Horizon Trade, Rotterdam
2018 2020	Business Development Specialist Connective Group, Utrecht
2016 2018	Sales Support Coordinator Delta Services, Den Bosch
2014 2016	Sales Representative Bright Office, Eindhoven
2013 2014	Sales & Marketing Intern MarketPoint Europe, Tilburg

*Further details about my recent work
experience and personal interests can be found
on the next page*

SKILLS

- Sales
- Negotiation
- Business Development
- Account Planning
- Market Analysis

EDUCATION

2024	Strategic Account Management Training Sales Academy NL
2022	Course Consultative Selling Commercial Skills Inst.
2020	Business English Course Language Centre
2018	Postgraduate Program International Business Business College NL
2014	BBA in Commercial Economics Avans Hogeschool

SYSTEMS

- Microsoft 365
- Salesforce
- HubSpot
- Power BI
- Exact Online

LUCAS MEIJER

ADDRESS

Voorbeeldstraat 48
1234 AB Boxtel

CONTACT

+31(0) 6 12345678
lucas.meijer@domain.com

LINKEDIN

[View my profile](#)

OTHER INFORMATION

Date of birth	00/00/0000
Driving licence	B
Availability	To be agreed

LANGUAGES

Dutch	Native
English	Professional
German	Working proficiency

RECENT WORK EXPERIENCE

SINCE 2023 **International Account Manager**
Northline Solutions, Breda

Responsible for international client relations and commercial growth within the Benelux and Germany.

I manage existing client relationships, develop account plans and oversee commercial processes. In my first year, I expanded three major accounts and secured four new partnerships in Germany. I also improved the commercial reporting structure, giving the sales team greater insight into current opportunities.

2020 2023 **Account Manager Benelux**
Horizon Trade, Rotterdam

Managed my own client portfolio and developed new business relationships in the Netherlands and Belgium.

I advised clients, prepared quotations and led contract negotiations. I also represented the organisation at trade fairs and client meetings. By introducing a new lead follow-up process, I helped the team gain a clearer overview of commercial opportunities.

INTERNATIONAL GROWTH

Developed a new market and secured the first partnerships.

Together with the sales team, I explored opportunities to expand our services into Germany. I identified promising market segments, approached potential partners and organised the first introductory meetings. I also supported client presentations and contract negotiations. This resulted in four new partnerships within one year and established a solid foundation for further growth.

MORE ABOUT ME

Curious about people, markets and other cultures.

I enjoy meeting people, discovering new places and having conversations that bring different worlds together.

Travelling plays an important role in my life. I enjoy discovering new cities, trying local dishes and experiencing how people live and work in other countries. I also love being outdoors: hiking, cycling or simply connecting with different people and cultures. Outside work, I enjoy spending time with friends and usually plan another trip before my suitcase is even fully unpacked.

