

Versele – Management Trainee (Sales)

Role:

As **Management Trainee**, you will start your journey in our Sales department to drive international growth at Versele-Laga with our most **strategic retail partners**. You will play an important role in supporting daily business operations and ensuring excellent collaboration with our customers, while actively supporting the Global Channel Manager in executing the overall **channel strategy**.

Over time, you will have the possibility to explore other departments, other channels and other regions to build a strong foundation for a **future leadership role** within the company.

Key Responsibilities

1. Account Support & Relationship Management

- Assist KAMs in managing day-to-day contact with strategic customers.
- Build and maintain relationships with buyers, category managers, and store managers (for smaller accounts).
- Follow up on client requests, orders, and service issues.
- Ensure promotional agreements and contracts are executed as planned.

2. Sales & Promotion Execution

- Monitor sales performance of accounts.
- Track and follow up on promotions (discounts, POS materials, in-store activation).
- Support listings of new products and ensure proper implementation at the client side.
- Help prepare and deliver sales presentations.

3. Analysis & Reporting

- Perform in-depth analysis of sales, distribution, and market data to identify growth drivers and assess potential risks.

Prepare reports and dashboards for KAMs and management.

4. Internal Coordination

- Collaborate cross-functionally with sales, marketing, logistics, finance, and customer service to ensure alignment
- Ensure correct flow of information regarding orders, forecasts, and promotions.
- Support in resolving logistical or financial issues with customers.
- Coordinate key accounts across countries in alignment with local Versele-Laga teams.

5. Strategic Support

- Support the Channel Manager in rolling out the modern trade strategy across international markets.

- Help optimizing processes in KAM, support the Channel Mgr in deploying them globally and securing a perfect adoption of new tools.

Who and what are we looking for?

- **Master's degree** with maximum 3 years of experience
- **Leadership experiences** in campus or student organization are a plus
- **Growth mindset**, resilience and flexibility to adapt with the rapid business changes
- Strong **business acumen** and willingness to learn continuously
- **Analytical and strategic thinking skills**
- Excellent **communication and interpersonal abilities**
- A natural affinity for working in an **international context**
- You are open to **regular travel**
- **Fluent in Dutch, French and English**. Knowledge of **German** is a strong asset.

Offer:

- **Flexible working hours:** you benefit from flexible working hours, allowing you to maintain a healthy work-life balance.
- **Salary:** a competitive salary in line with the market, depending on your profile and experience.
- **Fringe benefits:** we offer group insurance and hospitalization insurance, ensuring you are well protected.
- **Meal vouchers:** you receive meal vouchers worth €10 per worked day.
- **Growth opportunities:** opportunities to develop yourself within a large, ambitious, and international family business where your contribution truly makes a difference.
- **Meaningful job:** the opportunity to have a positive impact on the lives of pets and their owners worldwide.
- **Strong team spirit:** you will work within a driven and passionate team in a dynamic and growing sector.
- **Innovative environment:** a collaborative workplace that values your ideas and creativity.
- **Warm family atmosphere:** with fun team activities such as the *Versele-Laga Run* in Deinze, the *Versele-Laga Classic* cycling event, and much more.

<https://www.versele.com/nl/be>