

Versele-Laga – 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:

- A competitive salary and benefits package tailored to your experience and impact.
- The **opportunity to work with a passionate and driven team** in a dynamic and growing industry and to **explore** different departments, channels and regions.
- Possibility to grow into a leading role in a large, ambitious, and international family-owned company, where your contributions truly matter.
- The chance to make a meaningful impact on the lives of pets and their owners worldwide.
- A collaborative and innovative work environment that values your ideas and creativity.
- A unique perk: your well-behaved pet (dog, cat, rabbit, bird, or chicken) could become one of our cherished office companions!
- A true **family atmosphere**, including active participation in team events such as the *Versele-Laga Run* in Deinze, the *Versele-Laga Classic* (cycling), and more.

https://www.versele-laga.com/