



Headquartered in Haverhill, MA GlobalWare Solutions is a leading provider of supply-chain management, fulfillment, E-commerce, and reverse logistics services. It serves the hardware and software OEMs as well as the EMS, broadband, medical devices and retail industries. Founded in 1978, GlobalWare Solutions has operations in Massachusetts, California, the Netherlands, and Asia. The Company is currently searching for 2 Account managers Inside Sales to be located in our Amsterdam facility.

Account Manager Inside Sales

The purpose of the position is to maintain the relation with one or more clients of GlobalWare Solutions – Amsterdam and to develop client business solutions that will lead to new sales opportunities and business growth.

Position Responsibilities

- Acting as the client's advocate within GlobalWare Solutions
- Managing conformance to the client's contract or statement of work
- Responding to requests for quotations and/or requests for proposals
- Driving resolution of customer complaints, expedites, etc.
- Reporting GlobalWare's performance against agreed metrics e.g., on time delivery, cost, quality, customer service goals, etc.
- Obtaining necessary information/direction from the client e.g., BOM's, drawings, masters, forecasts, build schedules, materials, etc.
- Obtaining client approval of 1st Articles, build deviations, pricing proposals, etc.
- Assisting the operation to generate accurate build schedules, correct problems and to communicate to the client.
- Assisting the operation to procure or directly procuring necessary raw materials to accomplish the client's product build requirements

Professional Qualifications

- Degree in a business related discipline e.g., Business Management, Business Administration, Economics, etc.
- Fluent in English
- 3 to 5 years experience in Supply Chain Management/e-business solutions

Personal Attributes

This is a developing environment. The successful candidate will have the following attributes:

- Strong communication skills (oral and written)
- Strong 'hands on' capability
- High flexibility (work hours, job content, etc.)
- High energy level
- Team player.....

Globalware Solutions offers a competitive compensation package. To apply, send your motivation and resume (in English) before March 10, 2008 to GWS dep. HR Parellaan 70, 2132WS Hoofddorp

fgroot@gwsmail.com .